PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 28. THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA
JULY 10, 1920

FILE COPY
FILE COPY

THE BLUE BARREL
—The Outward Mark of
Inward Quality

Livingston Brand Linseed Oil
"THE KIND YOUR GRANDFATHER USED"

ORDER IT FROM YOUR JOBBER

A Salesman is More than a Machine

Perhaps in years to come—when efficiency reaches its highest pinnacle, and some efficiency expert finds himself sorely in need of an occupation—he may attempt to make a machine to *sell goods*. To take the money and hand out the article requested.

A salesman uses his brains and imagination to find hidden sales features in his product and suggest them to customers.

If asked for a bottle of O-Cedar Polish to brighten the furniture he would mention the splendid results O-Cedar gives when used to bring back the original gleam to a piano or auto.

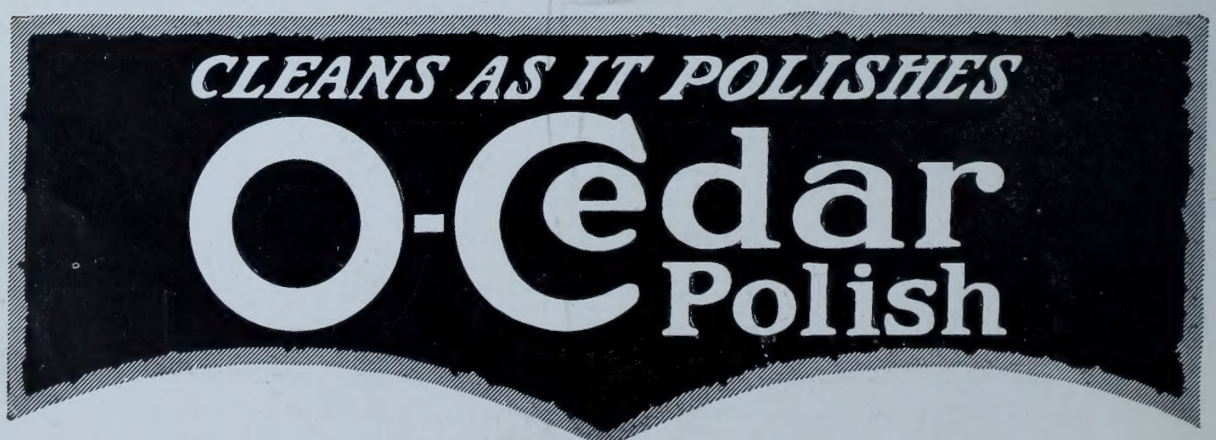
Or he would tell of the ease and thoroughness with which the O-Cedar Polish Mop polishes floors and woodwork.

Little points like these, a mere machine could never aspire to, but the modern salesman uses them for making sales, friends and profits.

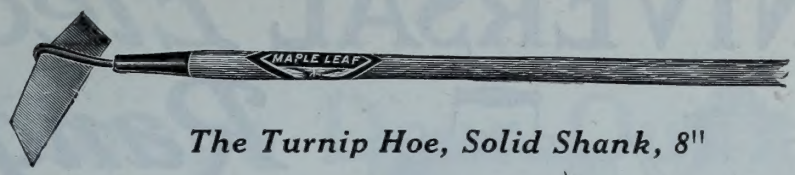
Order from your Wholesaler

Channell Chemical Co., Limited

Toronto

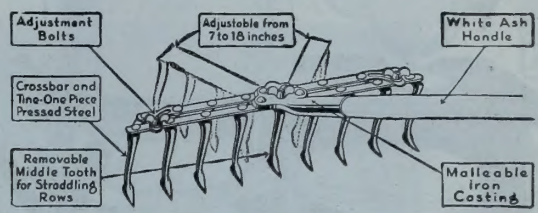


HARDWARE AND METAL, July 10, 1920. Volume XXXII., No. 28. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

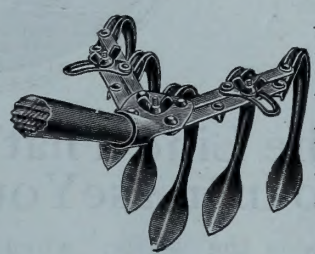


The Turnip Hoe, Solid Shank, 8"

The Pull-Easy Adjustable Cultivator (9 tooth)



Summer Cultivation Made Efficient and Easy



To get the best production the cultivation of the ground around growing plants is very necessary and this demands proper tools. They are as essential for the gardener as for the mechanic.

The "Pull-Easy" and "Maple Leaf" Cultivators and Turnip and Field Hoes are among the leading tools used for cultivation purposes. We carry a full stock including the 9, 5 and 4 tooth "Pull-Easy" Cultivator and can give immediate delivery.

The Cultivator makes for efficiency and ease of operation.

Sort up your stock to-day. Order from the "Rice Lewis" man or write direct.

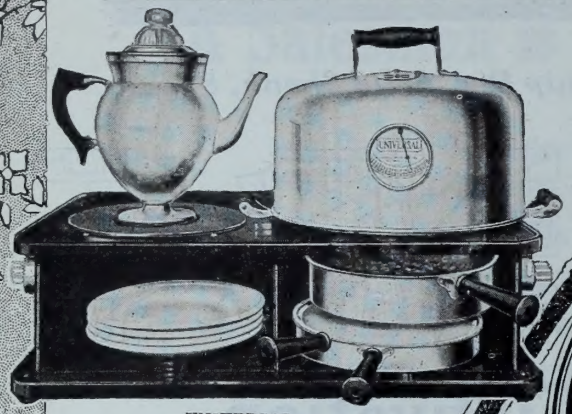
RICE LEWIS & SON, LIMITED

VICTORIA ST. TORONTO

We carry a stock of Perfection 5 gallon sprayers also the Deluge hand sprayer. We can supply your needs in Arsenate of Lead and Paris Green.

If interested, tear out this page and keep with letters to be answered.

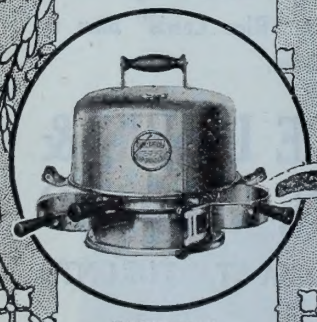
UNIVERSAL *Electric Ranges and Grills*



UNIVERSAL
Portable Single Range No. E9688.

UNIVERSAL
4 Heat Round Grill,
No. E984.

UNIVERSAL
4 Heat Oblong Grill,
No. E982



UNIVERSAL
Portable Single
Range
No. E9841.

The Line That Never Fails To Increase Your Summer Sales

This is the season when women want "Universal" Electric Ranges and Grills—they make it hot for the food and cool for the cook. Women no longer heap coals of fire on their own heads by lugging kindlings and doing coal-hod calisthenics in summer.

"Universal" Grill and Range Features

Easy to operate and keep clean.
Requires little space.
Quick heat without blaze, smoke, or odor.
Four heats, 175, 300, 350, 650—WXXXS.
Cooks everything within the limits of its capacity.
Dinner for two or three persons at a very low cost.
Two cooking operations at the same time above and below the radiant grill.

Now is the time to push "Universal" Ranges and Grills. They're widely advertised, easy to sell. The housewife is instantly interested when she is shown the "Universal" tradesmark.

Canadian Representative

Montreal **A. MACFARLANE & CO. LTD.** Quebec

The Trade Mark Known **UNIVERSAL** In Every Home

LANDERS FRARY & CLARK — NEW BRITAIN CONNECTICUT

If interested, tear out this page and keep with letters to be answered.

Hatch Garage Door Outfits

Canada Will Possess a Total of 500,000 Autos In 1920: Every Automobile Must be Housed

Records show that the number of automobiles in Canada has doubled about every two years. There is every indication that this will continue for some years. Your market for Garage Hardware is assured. Hatch Garage Door Outfits are sensible, practical and made with exacting care.

They are exceptionally easy to apply and full directions are packed with each set. Slamming and sagging of the doors is impossible and snow and ice cannot interfere with their working easily and reliably.

The Hatch is easy to sell and profitable.

The Sets Includes :

3—*Special Swivel Door Rollers, 22 Feet of Track,* 3—*Pairs Special Garage Door Hinges.* 3—*Stay Rollers (Floor Guides).* 2—*Extra Heavy Garage Door Handles.* 1—*Safety Hasp (For Fastening Doors Outside).* I—*Hook and Eye (For Hooking Back Swinging Section Inside).*

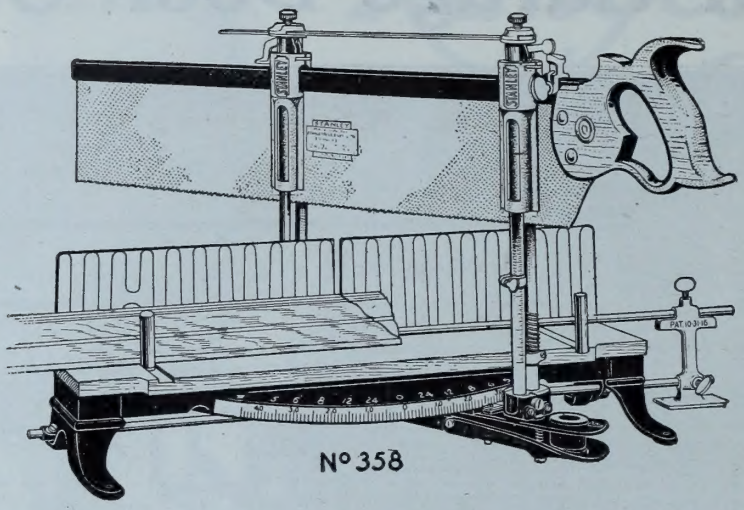
The track comes in separate Bundles—2 eighty-foot, and 1 six-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

Canada Steel Goods Co., Limited

Hamilton :: :: Canada

If interested, tear out this page and keep with letters to be answered.

Stanley Tools



Stanley Mitre Boxes

STRONG—DURABLE—ACCURATE

A FEW STRIKING FEATURES :

Saw is held above work when not in use.
Swivel is automatically locked at any angle.
Two sockets in swivel for use of long or short saw.
Narrow opening in back of frame, especially adapted for small work.
Steel rod uprights for saw guides.
Uprights adjustable for saws of varying thickness and for those that run out of true.
Stock guides for holding work in place.
Extra wide range of work—will saw an angle of 30 degrees.
One-piece frame with detachable malleable iron legs.
Construction thoroughly mechanical; all parts interchangeable and readily replaced if lost.
Quickly and easily put together or taken apart for carrying.
Note the patented "Length Gauge," a new and particularly useful device.

A specially made back saw furnished with each box.

Every mechanic that visits your store will be interested in this up-to-date mitre box.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representative:

A. Macfarlane & Co., Ltd. - Montreal, P.Q.

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WHAT'S IN A NAME?

IT All Depends

Over Thirty Years Ago
Our Business Was Established
With a Big, Definite, Cumulative Idea.
That Idea Embraced an Ideal
Worth Striving For—
To Provide a Hardware Jobbing House
Unique In Its Extent and Broad In Its Policy.
To-day
This House Stands For All That Is Best
In Hardware and Automobile Equipment.

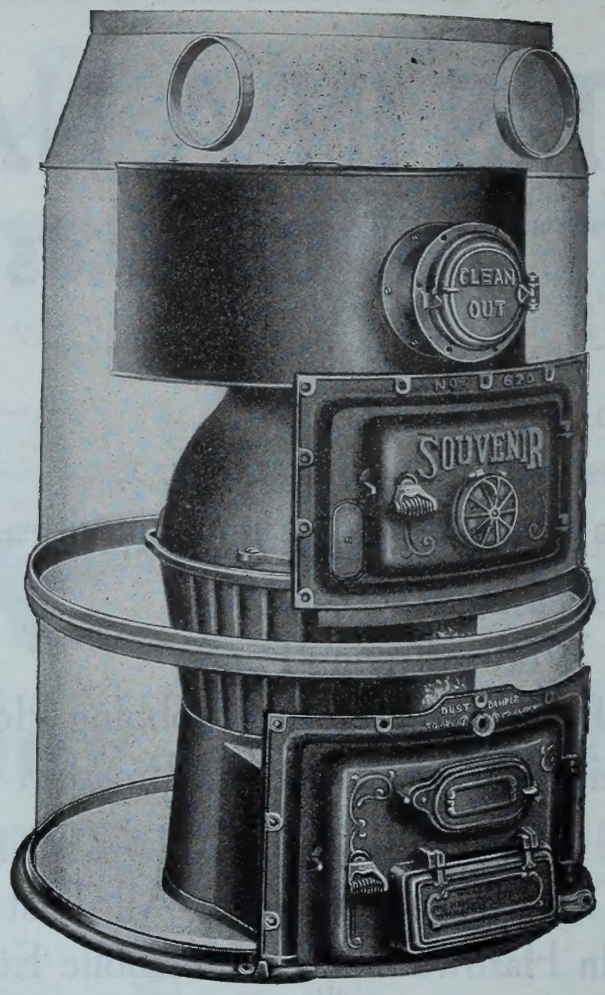
Your Unlimited Supply House
Where Competent Staffs Await Your Commands
Our Growth Speaks Volumes
Are We Serving You?

LEWIS BROTHERS, LIMITED

20 Bleury Street **Montreal**

If interested, tear out this page and keep with letters to be answered.

Quick Seller
Big Profit
Absolute Satisfaction



Particularly Suitable
for
Builders, Contractors
and
Housing Commissions

SOUVENIR
WARM AIR FURNACE
Burns Coal or Wood

Now that the weather is favorable there is a large number of houses being built all over Canada to meet the crying demand for homes. It will pay you to get in touch with the Builders and Contractors in your town and show them this furnace. It is just what they are looking for owing to its small size and moderate price. If you require any further information, write us at once—

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:

Mr. F. C. MOORE, 143 Higgins Ave., Winnipeg. Mr. W. G. CHESTER, Hamilton St., Vancouver

If interested, tear out this page and keep with letters to be answered.

WILT

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS

"Where there's a WILT— there's the Way."

Customer Satisfaction

Brings Continuous Sales

Nothing builds customer-satisfaction like handling "Quality" goods. It not only means added good-will and prestige, but the satisfied customer returns again and again. He sends his friends—and they send theirs.

When you handle WILT products you handle the acme of quality. Quality insured at each step by the selection of perfect materials; by inspection that includes chemical analysis and research; and by constant, painstaking effort to discover possible improvement.

With such quality as this you build business that assures its own growth and success.

Trade WILT Mark

Wilt Twist Drill Company of Canada, Limited

WALKERVILLE - - - ONTARIO

If interested, tear out this page and keep with letters to be answered.

INCOMPARABLE
DUNN EDGE AXES
KNOWN FOR THEIR CUTTING QUALITIES

Since 1857 DUNN EDGE AXES have been known for their Cutting Qualities, Workmanship and Durability.

The illustration at the left shows the latest Forest Fire Axe. This axe was especially designed for the use of forest rangers. The combination of a regular axe with a chisel bit makes a practical and serviceable axe for emergencies and in fighting forest fires.

Regular Bit and Chisel Poll with Bright Edges, Balance Natural Finish.

Illustration at the right shows one of the many brands of DUNN EDGE regular axes.

Our Clipper Brand axes are without a doubt unsurpassed for their quality, workmanship and finish. Made in all standard patterns and weights. Also made with double bits.

WRITE FOR CATALOG OF DUNN EDGE PRODUCTS

Wiebusch & Hilger, Ltd.

106-110 Lafayette St. **New York, N.Y.**

CANADIAN SELLING AGENT

JAS. GERARD KERR **411 St. Nicholas B'ld'g., Montreal**

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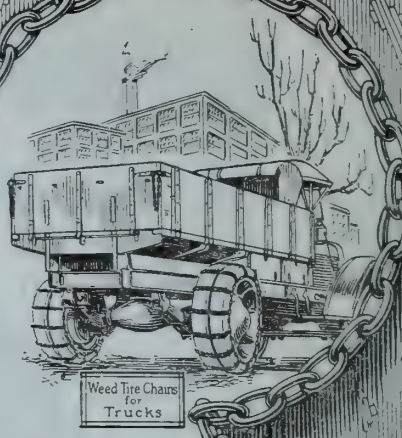
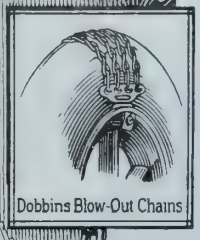
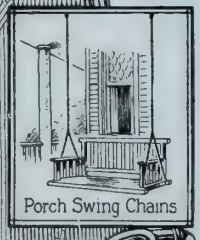
If interested, tear out this page and keep with letters to be answered.

D·C·C
TRADE MARK

THE HONOR OF THE "DCCO" FAMILY







Weed Chain for Motor Cars!
Anchor Chains for Ships!
Chains for Railroads!

Devices that make travel safe on land and sea, that can be absolutely depended upon to protect human life, are typical of the nature and quality of "Dcco" products.

The workers who make up the "Dcco" family know they are doing more than making commodities merely to be sold.

They know that it is their work that holds millions of motor cars and trucks to slippery roads.

It is their work which enables mighty ships to ride safely at anchor, whether in harbor or helpless on a lee shore.

It is their work which makes possible the safe operation of thousands of railroad trains.

This gives the work of the "Dcco" family honorable and distinctive responsibility which is reflected in every link of every "Dcco" product—"From Plumbers' Safety Chain to Ships' Anchor Chain."

In the "Dcco" family, loyalty to the work itself is rated above everything.

The honor of the "Dcco" family is in the hands of each member of it, even to the youngest worker.

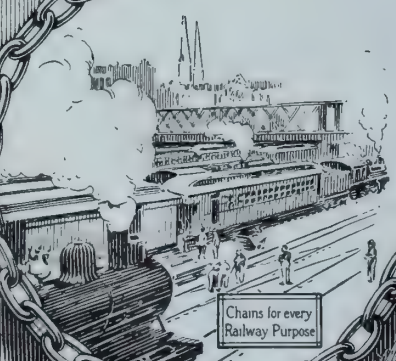
These are the reasons why it is possible to say not only that "Every Weed is Guaranteed" but that every link in every chain made by the Dominion Chain Company will hold for the purpose intended.

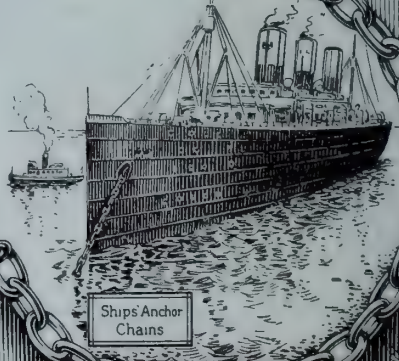
The big "Dcco" Line includes chains for every purpose---from Plumbers' Safety Chain to Ships' Anchor Chain---all Styles, Sizes and Finishes.

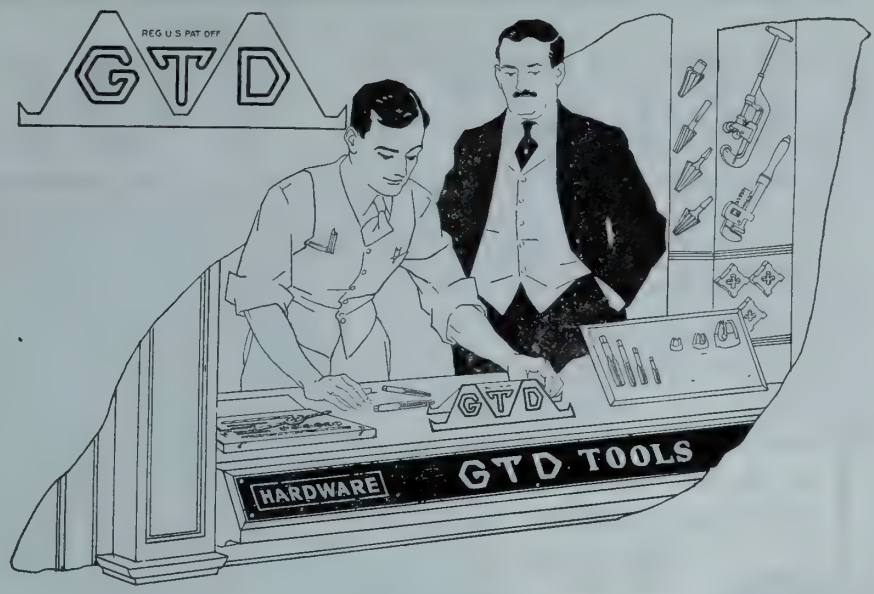
DOMINION CHAIN COMPANY

LIMITED

Niagara Falls, Ontario, Canada







Is Your's a Store—or a Business?

WE ALL remember the back country store with the local wiseacres gathering round the stove and settling the nation's affairs—"By Heck!"

Some of our country's finest men started in such surroundings but *they didn't stay there.*

They weren't content to be doing business at the same old rate year after year.

How many hardware dealers are content to conduct their trade on the principle of stocking a minimum quantity of as many lines as possible and then saying, "Now—when they phone or drop in I've got the goods."

The idea worked fairly well once, but nowadays such a dealer will find that his customers may forget to phone or drop in and "buy." A little investigation will show that some energetic competing dealer has sent out an informed salesman with a standard line of goods and he *makes* orders, instead of *takes* orders.

Mr. Wideawake is breaking tradition by "seeking" trade and is building up a business by linking himself up with a product such as the GTD line of screw threading tools with its backing of 47 years' experience, and his establishment is becoming known as the GTD Tool Supply House.

The GTD "*Gun*" Tap and "*Acorn*" Die are specialties which once introduced will establish further GTD connection.

Little Giant

WELLS BROS.

Company of Canada Ltd. Galt, Ontario

Canadian Plant of the Greenfield Tap & Die Corp

World's Largest Manufacturers of Screw Cutting Tools.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*

Wells Bros. of Canada
Galt, Ontario

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

*Name of person*_____

*Firm*_____

*Address*_____

H & M 210

If interested, tear out this page and keep with letters to be answered.

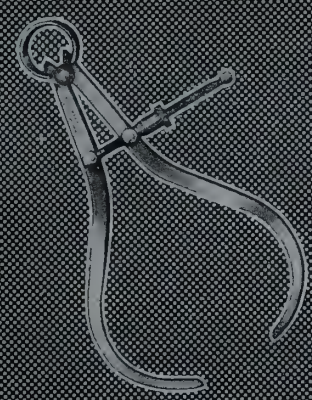
Starrett Tools

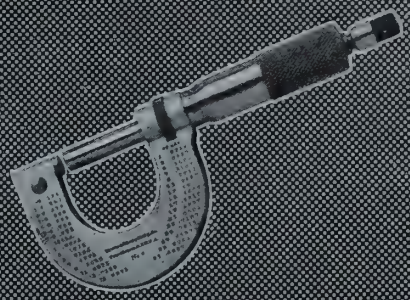
From the steel mill to the erecting shop—for gaging plates or calipering a shaft—wherever men work metal to close limits, the accuracy of Starrett Tools has helped to build the reputation of goods "Made in America"

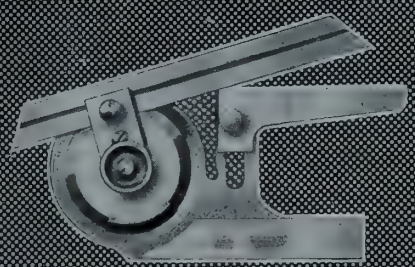
Catalog No. "MA" of tools for metal workers and machinists sent free on request.

Starrett Hack Saws

If interested, tear out this page and keep with letters to be answered.







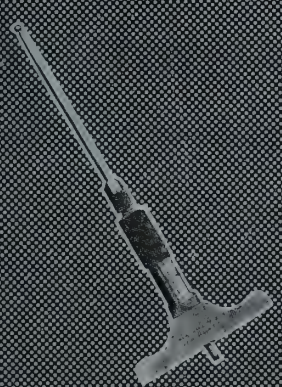
A Profitable Line for the Dealer

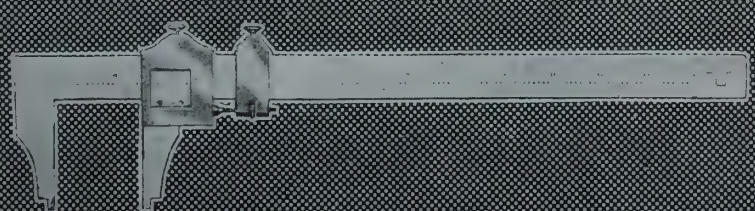
A small-tool customer is usually sold when he enters your store—if you are a B. & S. dealer. He knows the price he pays will be spread over years of satisfactory service. He always has a word of praise for his Brown & Sharpe equipment and for the store at which he purchased it. He is your best advertisement.

AND WE PROTECT THE DEALER

Catalog No. 28 lists the entire line. Send for it.

BROWN & SHARPE MFG. CO.
Providence, R.I., U.S.A.





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YOUR BEST ASSET.

A SATISFIED CUSTOMER.

SELL HIM

P.H. or IMPERIAL FILES,

AND ASSURE HIM

P H

IMPERIAL

The FASTEST CUTTING, LONGEST WEARING and BEST SELLING Files Made in Canada.

Your Jobber Stocks Them.

BE FILE-WISE.

INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Company, Limited, Sole Distributors,
INGERSOLL, ONTARIO

INGERSOLL

A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)

No. 2 Cold Blast Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA

Give us your Wholesaler's name and we we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

If interested, tear out this page and keep with letters to be answered.

Story for Week Dated July 10, 1920. *HULL IN 1851* *Being No. 13 in the Serie*

What Has A Diving Board To Do With Match-Making?

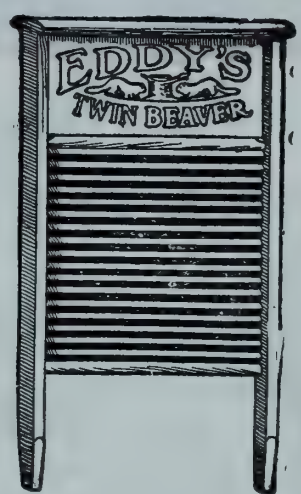
IN MAKING matches, just as in making history, there is interest in the way things used to be done. That's where the diving board comes in in match-making.

In the early 50's when the Eddy plant was founded, it was a dangerous business to mix the inflammable phosphorus and other explosive ingredients for match heads. To attempt to stir them together like paint with a paddle would mean an explosion and fire. So in the old days at the Eddy plant there might be seen the curious process used to reduce the risk.

The mixing of the materials for match heads was done in covering tubs by the simple expedient of putting the tub on the end of a spring-board just like a diving board, and "jumping" the board steadily for a while. Even then there was danger in opening the tubs, and they had to be opened under water. But that old process has long ago been done away with at the Eddy plant. Other mixing processes were invented and used; but always with the white or yellow phosphorus there was not only risk of fire, but danger to the health of the employees. This the Eddy Company determined to stop.

So, in spite of its much greater cost, they imported "Sesqui" for match heads, and were using this safe non-poisonous match-head long before the Dominion Government made its use legally compulsory. This indicates the care taken by the Eddy Company of their employees' health, a point which makes for excellence in all Eddy Co. products. The only peculiarity about Sesqui is that it has to be worked in pure washed air of a certain temperature, and that, as you have read previously in this series, is found to perfection in the great modern Eddy plant at Hull.

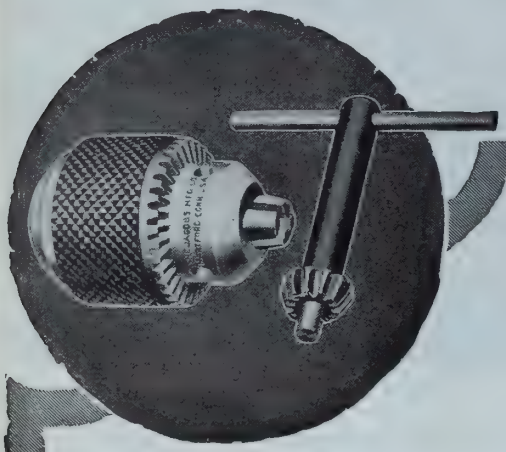
A Quick Turnover, Good Profit and Small Investment



Eddy's matches have become so well known to the hardware trade for their successful selling qualities that they are closely associated, in the minds of hardwaremen, with the qualities of quick turnover and good profit.

If interested, tear out this page and keep with letters to be answered.

JACOBS CHUCKS



The Line Of Least Resistence

It's the line of Jacobs Chucks when it comes to selling. Their firm grip, accuracy and ease of adjustment have made them the choice of the man behind the drill.

And because of this preference, Jacobs Chucks have been selected as standard equipment by foremost manufacturers of portable drills.

That's why Canadian Hardware Dealers handling mill supplies have found Jacobs Chucks a most profitable line.

Your cue: Carry a full line of Jacobs Chucks. You owe it to your customers—and to yourself.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

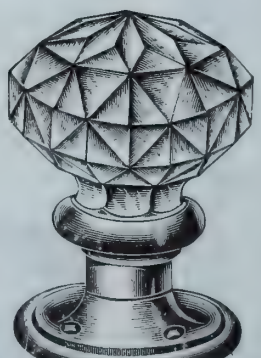
JAMES CARTLAND & SON, LTD.

BIRMINGHAM (ENGLAND)

CABINET & GENERAL BRASSFOUNDERS

D1116½
Drawer Knob
1, 1¼, 1½ in.

D1408
2, 2¼ in.



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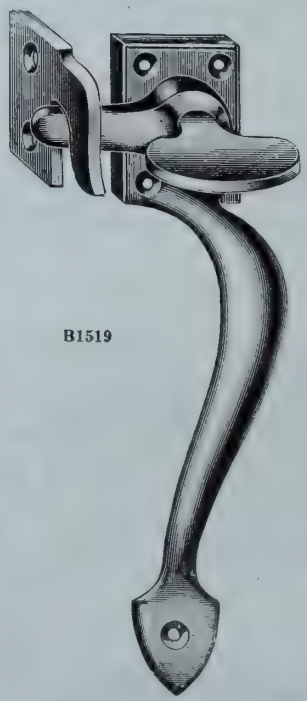
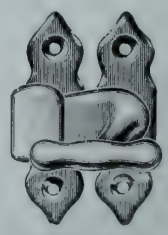
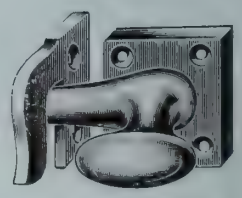


B1519

CASEMENT FITTINGS



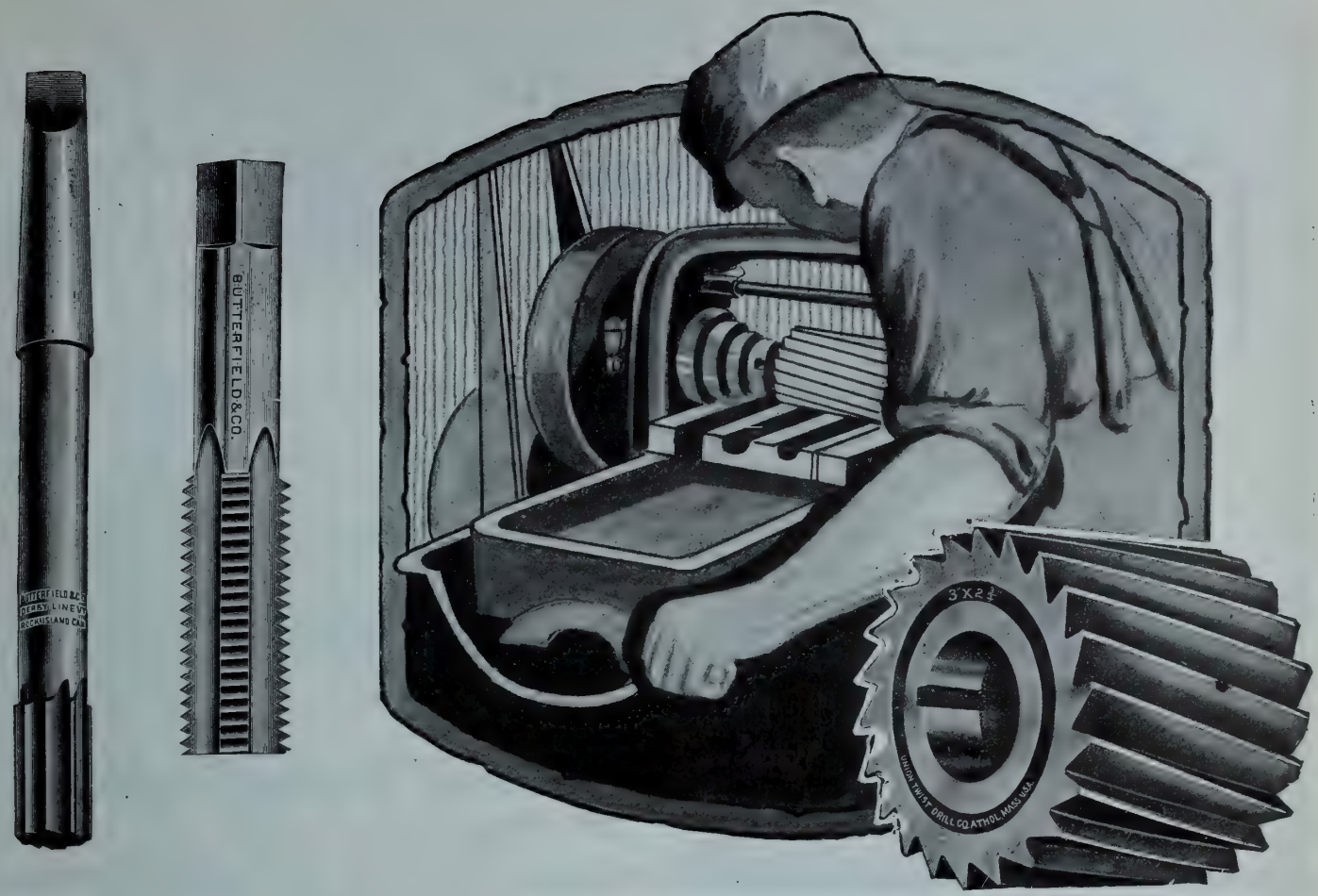
B1223—2, 3 in.



B1344

CHINA AND GLASS DOOR FURNITURE WITH SPECIAL CANADIAN SPINDLE

If interested, tear out this page and keep with letters to be answered.



Sell Tools That Satisfy

"One-time" profits end right there. It is sowing the seed of continued business growth that counts.

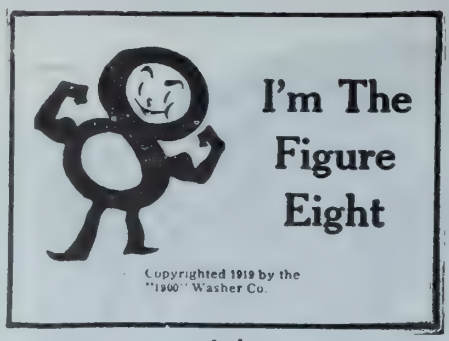
Butterfield Tools have held an unquestioned position of superiority with machinists and the purchasing agents of plants for many years. These fast-cutting, accurate tools give results that satisfy and hold the business for the Butterfield dealer. This has been proved over and again. Why sell any other kind?

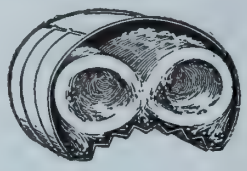
Butterfield & Company, Division
Union Twist Drill Company
Rock Island, Que.

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway, and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.

BUTTERFIELD

If interested, tear out this page and keep with letters to be answered.





The water swirls through the clothes in a figure 8 movement four times as often as in the ordinary washer.

This Little Chap Brings Business to Dealers

You find him attracting folks' attention to the 1900 Cataract Electric Washing Machine advertisements in every worth-while publication in Canada.

In a clever and direct way he explains the figure 8 motions which is the exclusive and dominating feature of the "1900 Cataract Washer."

He tells how and why the "figure eight" movement makes the 1900 Cataract Washer superior to all other washing machines, by washing clothes faster and cleaner without rubbing.

The swinging reversible wringer, that swings from washer to rinse water — to blueing water — and then to clothes basket is another among many good selling points that won for the 1900 Cataract Washer the title of "The Perfect Washer."

The splendid selling points, plus the extensive advertising of 1900 Cataract Washers, need but little effort on the dealer's part to make quick sales at a goodly profit.

We have an attractive proposition to offer dealers who wish to cash in on the steadily increasing demand for electric washers.

Write to-day and investigate the famous line of Electric Washing Machines.

Our line is complete — Electric Motor, Engine Power and Hand Washers.

Nineteen Hundred Washer Company

357 Yonge Street, Toronto

A Fitting Answer to the Collar Pad Question

Farmers realize the necessity of a reliable, dependable Collar Pad to protect horses' shoulders.

If any question arises as to the kind of Pad which will give greatest satisfaction, the answer, satisfactory and complete, may be given by the Dealer who handles

TAPATCO REGISTERED TRADE MARK **BRAND COLLAR PADS**

Every part is designed to give extra wear. The patented Stapling Device (Patented in U.S., December 1, 1914—Patented in Canada, April 6, 1915), is one of many superior features.

A wire staple reinforced by felt washer, firmly grips hook to body of Pad, so that it remains secure even when the fabric itself has become weakened by sweat and long use. This feature combined with a soft, flexible, cushion-like and absorbent pad, insures 100% satisfaction.

The American Pad and Textile Co.

CHATHAM - ONTARIO

TAPATCO GLOVES

Our varied and complete line includes styles that cover all your customers' requirements in the way of work gloves.

STYLES

Gauntlet, Knit Wrist and Band Top. In Heavy, Medium and Light Weights. Also Leather Tip and Leather-faced Gloves, Jersey Gloves and Mitts in Tan, Slate or Oxfords. Made of best grade Cantons.

If interested, tear out this page and keep with letters to be answered.

CANADA

FOUNDRIES & FORGINGS

LIMITED

JAMES SMART PLANT

BROCKVILLE, CANADA

"That's the Brace for Me"

says your customer. "It's a Millers Falls. I have one of their hand drills that I've used for over ten years and it's a real satisfaction. Their tools are made right."

Put a Millers Falls tool in your customer's hands. Let him look at it, handle it, get its "feel" and perfect balance. It will be your strongest sales talk.

This inner goodness of Millers Falls tools, their strength, sureness, ease of operation, make them reliable friends of skilled workmen or amateurs. And thousands of skilled workmen and amateurs are being told about Millers Falls tools through a campaign of national advertising appearing every four weeks in the Saturday Evening Post and other publications.

You should get the full benefit of this advertising by handling the full Millers Falls line. Confidence in the tools you sell means confidence in your store—steady customers.

Whether hack saws, braces, hand and breast drills, auger bits, mitre boxes, vises, in and out screw drivers, or any others of our line, you will find that Millers Falls tools make lasting friends for you.

Send for our helpful little handbook "How to Sell Tools"

MILLERS FALLS COMPANY

MILLERS FALLS, MASS.

Sole distributors of Star Hack Saw Blades.

If interested, tear out this page and keep with letters to be answered.

"That's the brace for me!"

Insert shows ½-page advertisement from the June 26th SATURDAY EVENING POST

Millers Falls Breast Drill, No. 97. "The Mechanic's Favorite" (shown here) is the most complete breast drill on the market. A great time-saver. Five different and distinct actions. Can be used in the most inaccessible places. Its ball thrust bearings give it easy operation and long life. It won't get out of order.

Jobs you can do —yourself

IT is the odd jobs that have to be done around the house and on your car that help run up the cost of living.

Simple jobs, such as putting a horn on your car, are easy if you have the proper tools.

You don't have to be a mechanical genius to drive a nail with a hammer, but you do have to have the nail and the hammer. You can drill holes in wood or metal if you have a drill—otherwise, you have to hire someone who has a drill.

The present-day cost of a single job requiring *only* the use of a certain tool, and a man's time, is often more than enough to cover the purchase price of that tool

Think of "jobs" in terms of the tools required to do them and you will quickly see the common sense of acquiring tools instead of hiring skilled labor to do simple jobs.

Any mechanic, carpenter or hardware man will recommend "Millers Falls" every time when asked about braces, auger bits, hand and breast drills, mitre boxes, hack saws and other boring and cutting tools For fifty years Millers Falls Tools have held the highest esteem of users and sellers of fine tools.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

Sole Distributors of STAR HACK SAW BLADES

MILLERS FALLS TOOLS

MILLERS FALLS TOOLS

If interested, tear out this page and keep with letters to be answered.

Avoid Sickness--- Efficiency's Enemy

You know what it means—some employee off here, another there—a broken link in the system of your plant that causes delay.

Safeguard the health of your employees with

DENNISTEEL
Made in Canada

Steel Lavatory Partitions

From a hygienic standpoint nothing equals them. They are fire-proof, non-markable, indestructible.

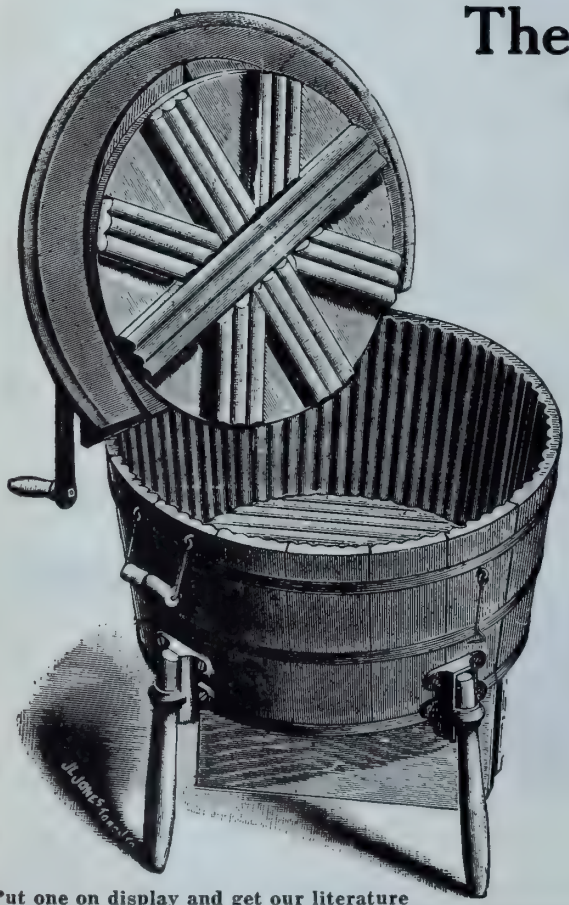
We Also Make

Steel Shelving, Lockers, Cabinets, Bins, Stools, Chairs, etc. Ornamental Iron and Bronze, Commercial Wire-work of all kinds, General Builders' Ironwork.

Halifax
Montreal
Ottawa
Toronto

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

Hamilton
Winnipeg
Calgary
Vancouver



The "STEPHENSON" Washing Machine Sells Readily

It requires but a few moments of your time to explain the merits of the Stephenson Water Power Washing Machine—and then the sale is completed. Your customer will have no reason to doubt your statements, because each and every wash day will prove your claims for the "Stephenson" in their entirety.

We urge that you prominently display this washing machine in your store. All details as to prices, sales helps and literature are here for the asking. Write us now. It's in your best interests to do so.

Put one on display and get our literature

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS
Guelph, Ont.

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LTD.
1070 Homer St., Vancouver

H. F. MOULDEN & SON
314 Conferation Life Bldg., Winnipeg

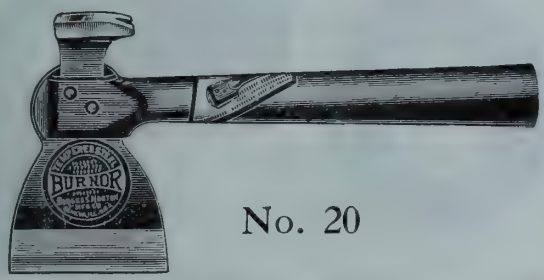
If interested, tear out this page and keep with letters to be answered.

HARDWARE BUR-NOR SPECIALTIES

REGISTERED
Trade Mark

BUR-NOR All Steel Hatchets

ALWAYS TO BE DEPENDED UPON—THEY NEVER LOSE THEIR HEADS
GUARANTEED AGAINST BREAKAGE



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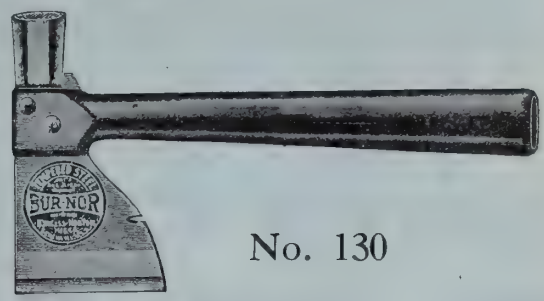
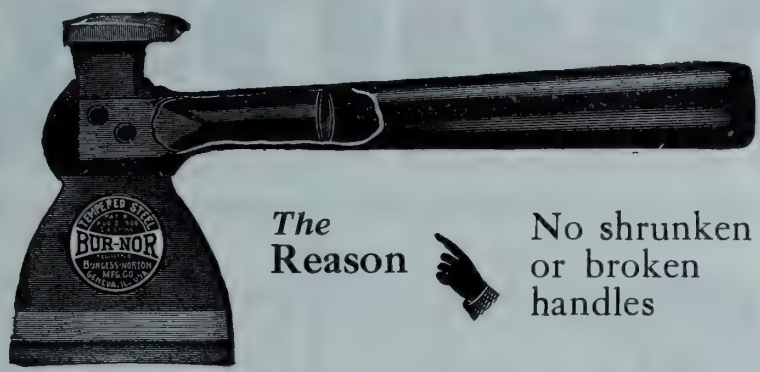


No. 130

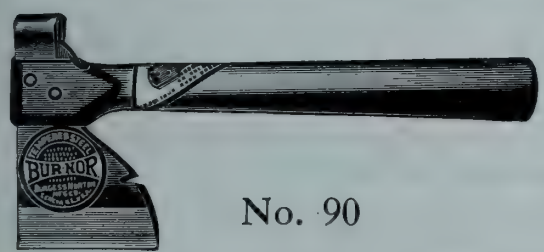
Made in 21 Different Models



The Reason

No shrunken or broken handles

Standard Equipment on 26 U.S. Railroads



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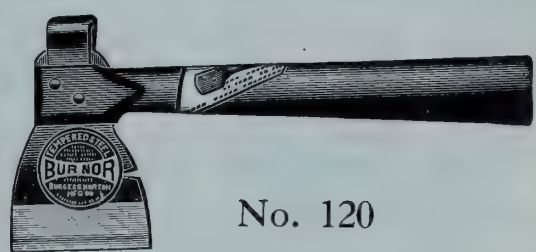


No. 120

Sold in Canada by

MONTREAL
Frothingham & Workman, Ltd.
Lewis Bros., Ltd.

WINNIPEG
Miller-Morse Hardware Co., Ltd.

VICTORIA
Walter S. Fraser & Company

VANCOUVER
Martin, Finlayson & Mather, Ltd.

Canadian Checks Accepted at Face Value

BURGESS-NORTON MFG. CO.
GENEVA, ILL., U.S.A.

If interested, tear out this page and keep with letters to be answered.

STOVE PIPE ELBOWS

We shall be glad to supply, in addition to our General Catalogue, information on Oil Stoves, Oilers, Japanned Ware, Enamelled Ware, Roofing Material, etc., etc.

These "Empire" Elbows are made in best blued corrugated steel. They come in three sizes and can be supplied in plain black tin or galvanized. We also make three sizes in black gas stove elbows. Simple and easy to put together, being cut with die ensures absolute fit and conformity.

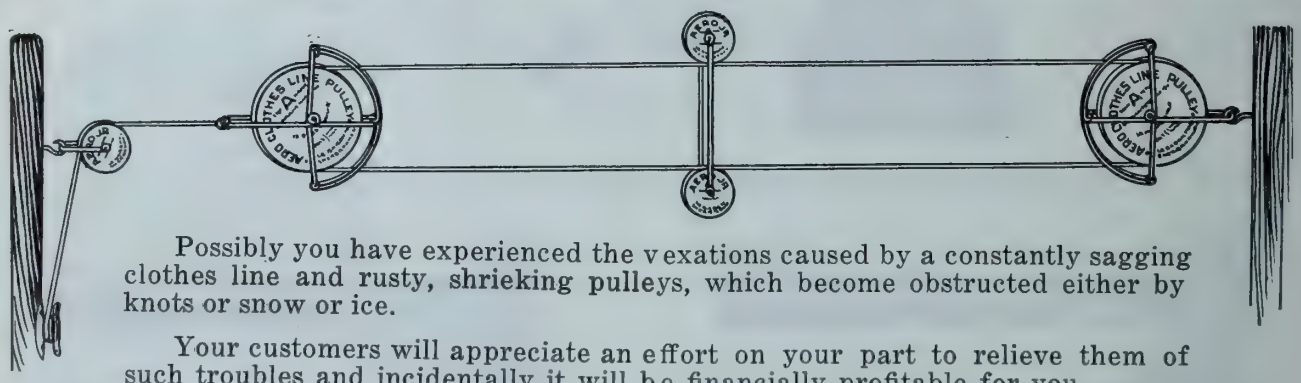
The Thos. Davidson Mfg. Co. Limited

Head Office:
MONTREAL

Branches: Toronto and Winnipeg
Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

DAVIDSON



Possibly you have experienced the vexations caused by a constantly sagging clothes line and rusty, shrieking pulleys, which become obstructed either by knots or snow or ice.

Your customers will appreciate an effort on your part to relieve them of such troubles and incidentally it will be financially profitable for you.

AERO Clothes Line Pulleys manufactured of waterproofed hardwood are 6 inches diameter, with deep V-shaped groove, giving perfect friction to varying diameters of line, are self-lubricating, rustless, knot-passing and will run noiselessly under all weather conditions, and are guaranteed for ten years, if oiled annually.

The **Aero** method of installation as per above cut is a departure from common practice, but a glance at it will convince you of its practicability in securing a taut clothes line at all times without splicing the line itself. If desired, the line and pulleys may be taken in after use.

The Aero Line Support prevents sagging in the center when carrying heavy loads.

Your jobber probably has these in stock. If not, communicate with us direct or with our Western Agents—H. L. Perry Co., Ltd., Winnipeg, Man.

The Aero Manufacturing Co., Limited

Sherbrooke, - - - Quebec.

If interested, tear out this page and keep with letters to be answered.

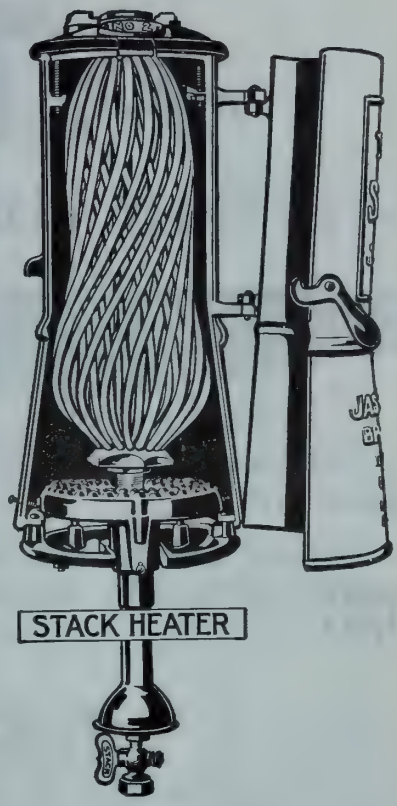
Will Heat Water Faster With Less Gas

STACK HEATER

The Stack Hot Water Heater will heat water in one minute, and with less gas. These are the strong points which make easy selling for the Stack Heater.

When your customers see how the water passes into the numerous small pipes exposed to the hot gas flame, they understand. It requires no technical knowledge to see that the water will heat faster in the numerous small pipes than in one large coil.

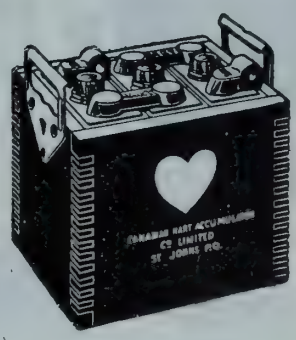
Send for Stack Heater Display Card.



James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West - Toronto

Hart Batteries Are Dependable

Motorists demand a trouble-free battery. You are sure of satisfying them when you sell the Hart Battery. Their reliability is unquestioned—they were used on British submarines. The extra rugged construction eliminates cracking of the plates—the most common cause of battery trouble. Get the goodwill of your customers by supplying them with the old reliable Hart Battery.



Give Your Customers High-Class Vulcanizing

You can make friends with your customers if you can have their casings and tubes properly vulcanized. Our department is in charge of experts, and our work is sure to please. Send all your vulcanizing to us. Estimates furnished before work is commenced, if desired. Send all tires express prepaid.

SAMUEL TREES & CO., LIMITED
42 Wellington St. E., Toronto

If interested, tear out this page and keep with letters to be answered.

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. ***Ask for catalog "H.M."***

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

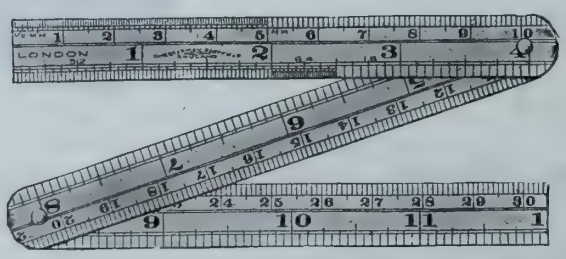
Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

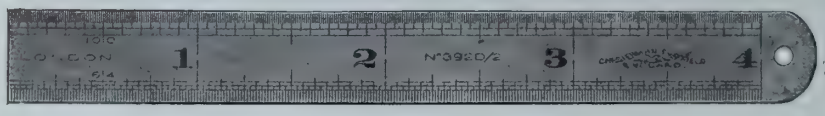
Wind-up Measures, Steel, Linen and Metallic. With Improved Patent Flush Handle.

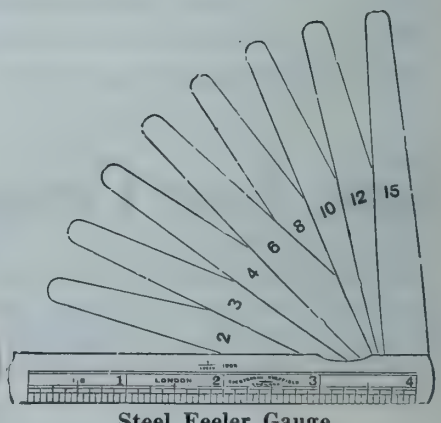
JAMES CHESTERMAN & CO., Limited

SHEFFIELD, - ENGLAND

Manufacturers of Measuring Tapes, Steel Rules, Straight Edges, Surveyors' Band Chains, Engineers' Tools.





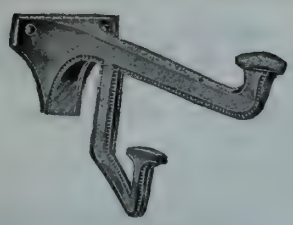


Steel Feeler Gauge

For Prices, Catalogs, etc., Apply to

F. H. SCOTT, 404 Coristine Bldg., MONTREAL

If interested, tear out this page and keep with letters to be answered.



No. 370

A FEW OF THE
HOOKS WE MAKE

BRASS and IRON

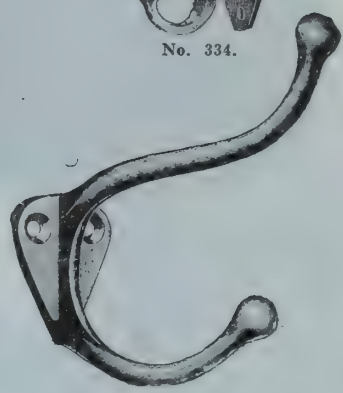
Hinges Hasps Corners
Handles Brackets Key Checks
Card Holders Escutcheons
Knobs Locks Latches Catches
Washers Bolts Mending Straps
Screen Numbers

No. 334.

THE BRAINERD LINE

REFRIGERATOR HARDWARE
CABINET HARDWARE
BOX AND CHEST HARDWARE

No. 340



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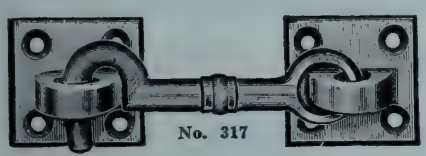
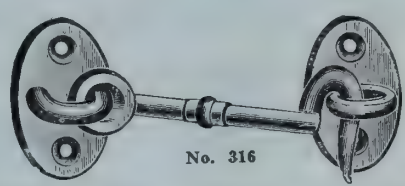


No. 317

THE BRAINERD MFG. CO.
EAST ROCHESTER,
N.Y., U.S.A.

Cuts reduced size.



No. 316

Every Jenkins Valve is Guaranteed

JENKINS
Brass Globe Valve
Standard Pattern

For the past 56 years Jenkins Bros. have striven to produce Valves for every condition of usage that would set the standard for Quality and Service.

The following guarantee which accompanies every genuine Jenkins Valve is a clear indication that this superior standard has been attained

> "If you will put a Jenkins Valve on the worst place you can find where you cannot keep other valves tight and if it is not perfectly tight or does not hold steam, oils, acids, water or other fluids longer than any other valve you may return it and your money will be refunded."

This guarantee is the dealer's assurance of a satisfied valve customer. Are you prepared to meet the increasing demand for Jenkins Valves?

Jenkins Bros.
LIMITED

TRADE JENKINS MARK

TRADE JENKINS MARK

Head Office and Works: 103 St. Remi St. Montreal, can.
EUROPEAN BRANCH: 6 GREAT QUEEN ST. KINGSWAY. LONDON W.C.2. ENG.
Agencies in all the Principal Countries of the World

Jenkins Bros

Jenkins Bros

If interested, tear out this page and keep with letters to be answered.

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

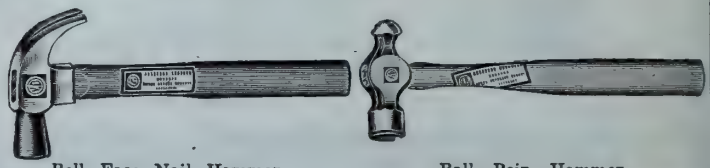
Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd
Manufacturers **NEWMARKET, ONTARIO**

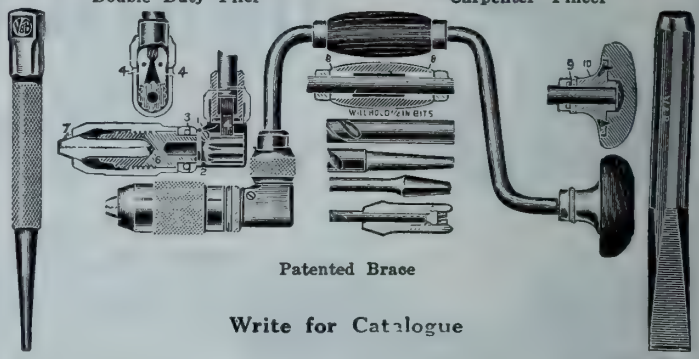
V & B TOOLS

Individually Tempered and Tested



Bell Face Nail Hammer — Ball Pein Hammer

Double Duty Plier — Carpenter Pincer



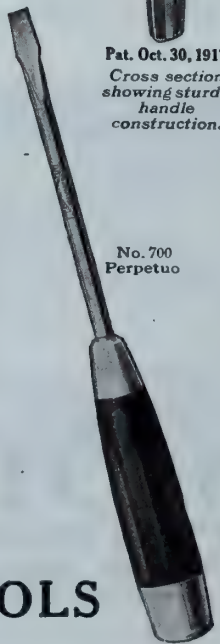
Patented Brace

Write for Catalogue

Nail Set — Cold Chisel

VAUGHAN & BUSHNELL MFG. CO.
Makers of Fine Tools
2114 Carroll Ave., Chicago
Represented by
ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal

Pat. Oct. 30, 1917
Cross section showing sturdy handle construction.



No. 700 Perpetuo

The Perpetuo Screw Driver—

The sturdy tool for strenuous jobs

Another Guaranteed Mayhew Product

Perpetuo is the screw driver your customers have been looking for—they will buy it on sight. It is built for the strenuous life, of selected, tough, tool steel, Mayhew hammer-forged and perfectly balanced craftsman's tool—its Rock Maple handle is locked into the blade for all time insuring perpetual strength and dependability.

Perpetuo should be your big leader this season. Stock it and display it now. Ask for Number 700 *Perpetuo* and order today.

At your jobber's—or

CAMPBELL AGENCIES
McKinnon Building, Toronto, Canada

MAYHEW STEEL PRODUCTS, Inc.
291 Broadway, New York

MAYHEW MADE TOOLS

ARE RIGHT

SIMONDS

The hand saw that means satisfied customers. Carried by first-class hardware stores in every civilized land. They cleave their way to profits for dealer and satisfaction to purchaser.

SIMONDS CANADA SAW CO., LIMITED
"THE SAW MAKERS"
St. Remi Street and Acorn Ave.
Montreal, Que.
Vancouver, B.C. **St. John, N.B.**

If interested, tear out this page and keep with letters to be answered.

Teaching Boys to Buy Good Tools

MANUAL training courses in our schools are teaching boys and young men how to do good work with tools.

These boys, as a result, are coming to appreciate good tools more than ever. They make up a class of tool-buyers that it is distinctly worth while to cultivate.

We are telling these young amateur carpenters and wood-workers about the quality of Disston Saws and Tools.

To do this, we are using the magazines to which they look for information on mechanical subjects—"Popular Mechanics," "Popular Science Monthly," "Scientific American," and "Industrial Arts," etc.

We send the Disston message to more than three-quarters of a million readers of magazines of this kind. The exact number of subscribers is 781,067.

These boys constitute by no means a small market for sales of quality saws and tools.

Telling this market the story of Disston Saws and Tools is another instance of our thorough cultivation of all classes of buyers to increase public demand for high-grade saws and tools.

Next month we will tell you how we reach another class of tool-buyers—the "handy man around the house."

Disston Saws and Tools are constantly advertised in magazines and agricultural publications with a total circulation of 8,497,003 copies each issue.

HENRY DISSTON & SONS, LTD.
TORONTO, Canada - *Branch:* Vancouver, B.C.

DISSTON
SAWS AND TOOLS

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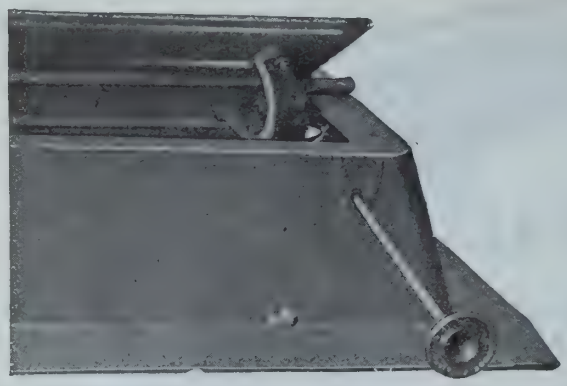

QUALITY *SERVICE*

THE BON LIMITED — CHANDELIERS — OUR LIGHTS SHINE EVERYWHERE — OUR MOTTO QUALITY — MANTELS - GRATES & TILES

Barton-Netting Co.

LIMITED

9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

CANADIAN ROLLING MILLS CO,. LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

VOL-PEEK

IT'S GUARANTEED

Vol-Peek is absolutely guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Recommend it to your customers. Its usefulness is readily apparent. It sells itself. 70% profit in it, too. Sold and advertised all over Canada.

Our attractive display stand on your counter will make sales for you. Contains 24 packages for $3.50. Order one to-day.

At your jobbers or direct.

H. NAGLE & COMPANY

(Owning and Operating Vol-Peek, Mfg. Co.)

Box 2024, MONTREAL - CANADA

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

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John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

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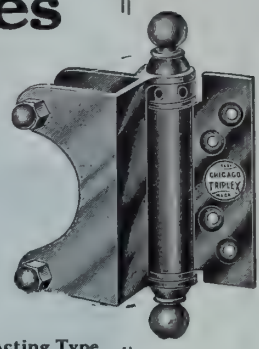
In High Class Lavatories

TRADE MARK
CHICAGO SPRING HINGES

TRADE C.S.B. CO. MARK

At clubs, hotels, theatres, restaurants, railroad stations, department stores, etc., you'll find Chicago "Triplex" Lavatory Spring Hinges used almost invariably.

A type for every equipment. Each made to meet a definite service. Type No. 2242 can be supplied with reverse action springs, to hold the door open when released.



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Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M-36

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

FISHING TACKLE!

Incomparable INCOMPARABLE REGISTERED TRADE MARK. Brand

Buyers are respectfully requested to place their orders for early delivery 1921, NOW
Our Mr. Thos. Tully will visit Canada earlier this year, beginning his trip in July, and he hopes to receive a continuance of the kindness and courtesy hitherto extended to him by our many friends in the Dominion.

Ludgate, Ryder, Thomas & Co.
Clive Road
Redditch - England
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois.

Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak?
USE MENDETS
A PATENT PATCH

Quick Sales
Big Profit
Satisfaction

Occupy But
Little Space
Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.

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The POSTER—

Here's Just a Part of Your Summer Campaign

Thousands of men have become Gillette users in summer time, because they need a razor that takes up very little room in a travelling kit, and the compact Gillette Safety Razor sets are just right, —especially with the NO STROPPING—NO HONING feature!

The Gillette is the best razor that can be bought at any time, and seeing our posters appearing on the boards, our constant newspaper and magazine advertising, and then YOUR window display, a great many men treat themselves around vacation time.

Line up your windows with the fine summer poster shown above—it is your opportunity.

MADE IN CANADA

TRADE Gillette MARK

KNOWN THE WORLD OVER

If interested, tear out this page and keep with letters to be answered.

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, JULY 10, 1920 No. 28

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists's Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

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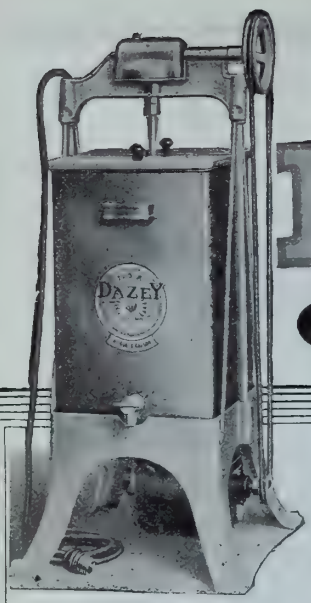
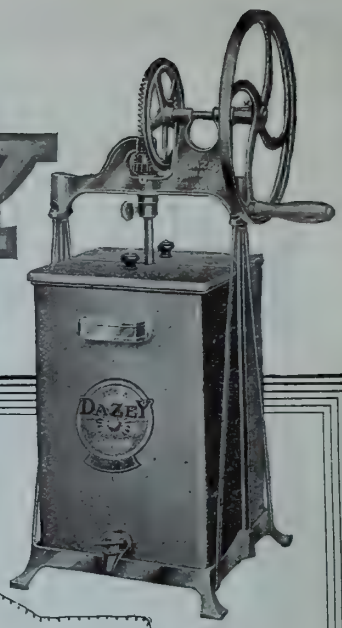
SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.



DAZEY CHURNS



Value Convincing Features

The DAZEY incorporates those essential features of a perfect butter-maker—those that are becoming more universally demanded every day.

Apologies are never necessary—but *facts* always.

There is REAL satisfaction in pointing out—

—the *dasher* which produces such powerful agitation that butter is made in 3 to 8 minutes—

—the all-metal *receptacle* which assures perfect sanitation—

—that in *cleaning* receptacle only has to be handled, and how convenient this is—

—then, too, that the DAZEY is substantially built of steel and iron which will last for years.

It is this combination of vital details of construction which goes to make up the DAZEY that appeals to the butter-makers, and that will sell a DAZEY to his neighbor.

National conversion to the "DAZEY SYSTEM" of making better butter means that enterprising dealers are profiting by the demand.

We are anxious to tell you more about the DAZEY and ask that you send for new catalogue showing Glass churns, 1 to 4 quart sizes, and Metal churns 1 to 28 gallon capacities, for hand and power.

ASK YOUR JOBBER FOR PRICES

DAZEY CHURN & MANUFACTURING CO., St. Louis, Mo., U.S.A.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, JULY 10, 1920 No. 28

Discussion re Automobile Repairs Act

Measure Passed by Saskatchewan Government Being Contested by R.M.A. and Dealers—Motorization of the West Hampered by Difficulty in Getting Parts, But Act Framed Along Same Line as Farm Implement Act Will Not Remedy the Trouble

THE passing of "A Bill Respecting Automobile Repairs" has caused great confusion in the Province of Saskatchewan insofar as dealers in accessories, repair parts and holders of automobile agencies are concerned. The original draft of the Bill provided that the manufacturers were to provide the required service stations in the Province, but during the debate on the first reading the word "manufacturer" was replaced by the word "vendor," which changed the aspect of the bill very materially and has been the cause of great dissatisfaction among automobile dealers in the Province.

Since automobiles have come into more general use in Western Canada the greatest drawback to their use has been the difficulty of obtaining repairs at times when such were urgently required. The Province is located a great distance from the centres where parts and accessories are manufactured and this condition has only aggravated the situation. Owners of light cars of certain makes were assisted to some degree by the opening of service stations by manufacturers, to supplement the regular channels of this trade, but owners of large cars were benefited very little. The Act which has now been placed on the Statutes is framed along similar lines to the Farm Implement Act, which requires manufacturers to keep in a designated place in the Province, all necessary parts and repairs. There are, however, several reasons why this Act, while applicable to the farm implement trade, is a great handicap to business as far as the automobile trade in the Province is concerned.

Saskatchewan R. M. A. Takes the Matter Up

The Saskatchewan branch of the Retail Merchants' Association went into the matter on behalf of the dealers, but before any action could be taken the Bill was put through the House. A meeting of dealers was then called and representations were made to the Government. E. T. Wilband, of Regina, presented the case on behalf of the automobile dealers, pointing out that dealers were operating on a one-year contract subject to five days' convellation notice. This meant that no dealer knew how long he would be in possession of the agency and if he were deprived of it the day after he had disposed of a car sold under that agency contract, the effect of the Act would be that he would be compelled to carry repairs for such car for a period of five years after his contract had ceased to exist.

Private Individuals Would Have to Supply Parts

The definition given in the Act for the term "vendor" was also dealt with. Under the definition, any private individual wishing to dispose of his car would be subject to a demand for repairs at any time within the five-year term in the same way as a regular agent. It is evident that such a ruling is impracticable.

The Act provides also that lists of parts and repairs shall be filed with the Government on or before February 1 each year. It is contended by dealers in the Province that at the present time, when prices are changing with such frequency, that supplementary lists would have to be filed often and new prices could not be charged until this had been done. This provision, it is contended, will mean a great deal of extra work for the dealer and the Government.

No Limit on Prices Which Could Be Charged

The Act places no limit on the prices which may be charged, the only stipulation being that the prices charged must not exceed the listed prices. On a rising market it is pointed out that in order to protect himself from loss, it would be necessary for the dealer to list his prices considerably higher than he would expect to obtain. This would lessen the value of the Act to a great extent.

The fact that failure on the dealer's

IMPORTANT NOTICE TO AUTO ACCESSORY DEALERS

Hardware dealers who sell automobile accessories are reminded that the Anti-Glare Headlight Law as passed by the Ontario Government at the last session of the Legislature will become effective on July 18. That date will be sixty days from the prorogation of the last session and will be the day set for the Act to become effective. After that date every motor vehicle in Ontario will be compelled to comply with the law which requires that every motor vehicle will have its headlights equipped with anti-glare lenses or devices approved by the Department of Highways and to have them correctly adjusted so as to eliminate glare.

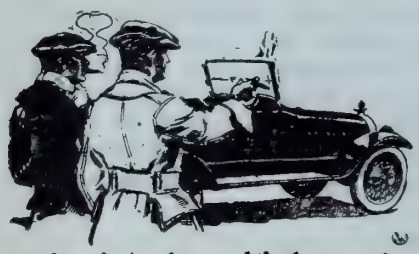
In the May 15 issue of Hardware and Metal an illustrated article appeared showing that headlights though equipped with anti-glare devices will not comply with the law unless properly adjusted and focussed. The responsibility will therefore be on the motorist to see that his lamps are properly adjusted. The hardware dealer who sells the lenses or other devices can help and protect his customer by giving some information as to how to test the headlights, as outlined in the article mentioned.

part to obtain repairs within a reasonable time would render him liable for damages was also pointed out as a difficulty.

The Act does not come into force until May 1 next and lists will therefore be filed by February 1 of next and subsequent years. In the meantime dealers in the Province are giving careful study to the provisions of the Act and a further opportunity will be given for placing their recommendations before the Government. For the time being, it will be possible to overcome the requirements of the Act by stamping across the face of any contract for the sale of cars a statement to the effect that the provisions of the Act are waived, thus making it of no effect insofar as those particular sales are concerned. This is, of course, necessary in the case of private individuals selling cars, as well.

Members of Committee

The members of the committee who waited upon the Government were: S. D. McMicken, of Moose Jaw, provincial president of the R. M. A.; F. E. Raymond, of Saskatoon, provincial secretary; H. E. Lamm, of Swift Current; J. B. Smith, of Assiniboia; T. H. Masterson, of Regina; W. G. Parsons, of Regina; S. Strickland, of Milestone; W. J. Ward, of Saskatoon; E. T. Wilband, of Regina; Clem Alexander, of Moose Jaw; J. O. Oles and Robert Weir, of Regina; J. C. Nichol, of Radisson; W. P. Ball, of Assiniboia; S. E. Fawcett, of Saskatoon; G. W. Stockton, of Carlyle; A. E. Tutte, of Kerrobert; D. S. Saunders, of Assiniboia; G. W. Anderson, of Regina, and W. L. McQuarrie, of Saskatoon.



Ashdown's for Automobile Accessories

Auto owners will find this store particularly handy and economical. We offer unequalled values, immense varieties to select from and the usual Ashdown guarantee of quality.

WATCH FOR OUR ACCESSORY ANNOUNCEMENTS AND SAVE

Note These Special Values

$3.60 Horns, Special, $2.75

Splendid quality and reliable hand horns for automobiles and motor boats. Compact, easy to work exactly and effectively. Special $2.75

Tire Paint, Special, 85c Tin

Protect your tires with a coat of this white tire paint—it renews and fills in small cracks and breaks. Dries quickly. Special 85c tin

Two Cylinder Pumps Special, $1.95

Particularly well made two cylinder pumps priced extra low—lasting and will do fine pumping

$1.25 Jacks, Special, 95c

A splendid screw jack for light cars—it is well made, strong and will give excellent service. Reg. $1.25 Special 95c

K. & S. Tires

High grade auto tires that give the most satisfactory sort of service—You get more miles for your dollar from K. & S. tires. Guaranteed for 3,000 miles on small cars and 4,000 miles on large cars. All sizes in tires and tubes

Crystaline Polish For Automobiles

Just arrived a shipment of this popular and reliable polish—it is the real post for the care of fine finish—it cleans brightens and will not injure the finest polished surface

Pints 35c, Pints, 60c, Quarts, $1.25

Radiator Ornaments

A wide variety of attractive ornaments including swan, pansy, eagle, buffaloes, hawks, bulldogs and blue birds $2.50 to $3.85

Timer For Ford Cars Special, $1.40

An all-less timer that is made especially for use on Ford cars—it makes a fast hot spark auto and fires the cylinders every time Special $1.40

Note These Special Values

Ford Cut-outs, Special, $1.40

An unequalled quality with many exclusive features for Ford cars. Complete ready for installing Special $1.40

Radiator Liquid Special, 50c

Two tins of liquid for repairing leaky radiators. It is quick effective and makes a permanent repair Special 50c

Dash Lamps, Special, $1.00

A splendid and useful accessory for Ford cars. It is easy to install operates from dynamo or storage battery. Nickel plated finish. Regular $1.25 Special $1.00

Vulcanizer, Special, $1.90

A handy vulcanizer for making quick and permanent repairs to auto tubes—it is light and compact and can be carried in the tool box. Regular $1.90

MC MAIL ORDERS FOR SPECIALS

Ashdowns

Accessory Department 2nd Floor

A Well Illustrated Accessory Ad.

Accessory Advertising on Large Scale

T. McAVITY & SONS, Ltd., St. John, N.B., are going after the automobile accessory business in a very active manner. Large advertising spaces are used in the local papers every day, and quite often a full-page illustrated advertisement, such as is reproduced herewith, will show to the public some of the lines the McAvity firm sell. Their windows, too, are never without an automobile accessory display, which is changed every few days, so that the passers-by can see all the latest equipment suitable for their cars. This firm has handled accessories for about four years, and it is now one of their staple lines. To look back to the time when McAvity's first started to sell automobile accessories, and compare the stock of that time with the stock of the present time, is all one need do to judge whether their venture is a success or a failure. The new lines which are being added from time to time go to show that this firm is doing all in its power to give the motoring public the advantage of a complete line. Their slogan iss "You can get it at McAvity's."

Provisions of the Act

The provisions of the Act in question are outlined as follows:

CHAPTER 86, STATUTES OF SASKATCHEWAN, 1919-20.

An Act Respecting Automobile Repairs
(Assented to February 4, 1920.)

His Majesty, by and with the advice and consent of the Legislative Assembly of Saskatchewan, enacts as follows:—

Short Title

1. This Act may be cited as "The Automobile Repairs Act, 1920."

Interpretation

2. In this Act, unless the context otherwise requires, the expression "Vendor" means any person, firm, company or association selling or offering for sale automobiles on hih or its own account.

Vendors to File List

3. All vendors shall file with the Provincial Secretary on or before the first day of February in each year a list of the automobiles which they have for sale, with the

Dealers' Suggestions to Summer Tourists

THE summer motor touring season is now here and during summer vacation period many owners of motor cars will visit favorite fishing haunts in out-of-the-way sections of the country, and others will make up touring parties to explore new parts. There are many of these classes of motor owners to be found in every community and the hardware dealer can secure much business in accessories from advising such motor car owners that he is in a position to outfit them completely for their trip, insofar as accessories are concerned. Also, if it happens to be one of the first tours the motorist has attempted, the hardware dealer can make good connections by handing out suggestions, based on experience, which will make the tour much more comfortable for the uninitiated. Such suggestions might be along the following lines:

As a general rule, for comfort wear loose clothes, and for economy wear old clothes, also when you go motor car camping use woollen wear as a protection against cold, but do not wear the woollen garment next to the skin. Wear cotton or linen garments under the woollen ones. Army woollen shirts, loose at the neck, are excellent for men and women. Everyone should have a sweater along and some kind of a waterproof overgarment. Khaki, olive drab and gray shades are most serviceable in all garments. Around camp use camp moccasins or light shoes—slippers are taboo. Use boots or shoes with leggins, but do not take new shoes along, only the worn and comfortable ones. Footwear should have heavy soles and hosiery should be of wool and heavy.

A cap with visor or a medium brimmed hat is recommended. If one outfits specially for a motor camping tour a corduroy suit or a golfing jacket with breeches are very comfortable, or in the warm months a khaki or olive drab worsted suit. Breeches and a three-quarter length coat are very practical for women. As nights are cold in high altitudes, warm clothing is essential in such regions.

For working round the car and camp, a pair of overalls will be appreciated by the men, and the women will find an enveloping apron more than useful. A one-piece sleeping suit of cotton flannel with detachable hood and feet is very comfortable, and in cold weather a woollen one-piece sleeping suit of light material, with head-piece attached or with a detached sleeping cap. To those who do not count the cost, a leather coat, short or long, according to taste, or a leather vest, may be recommended.

Amber goggles or large glasses with amber lenses will be found almost a necessity when travelling in some regions where the light is high and glaring. Mosquito veiling will be frequently found a great comfort. Each person of a camping party should be confined to one suitcase. All extra clothing should go into duffle bags.

prices at which they are sold, both for cash and on credit, and showing also in the latter case the usual length and terms of credit and the rate of interest charged.

Vendors to File List of Repairs

4. (1) Such vendors shall also file with the Provincial Secretary annually on or before the said date, a list of all repairs required for the automobiles sold by them, stating the cash selling price thereof and the places in Saskatchewan where the same may be purchased. (2) It shall be unnecessary to include in such list standard bolts and nuts or straps or other iron or wooden parts usually made by blacksmiths or carpenters.

Supplementary Lists

5. In the event of any charges from time to time in matters mentioned in the lists referred to in the two preceding sections, the vendors shall within 30 days of making such change, file a supplementary list or lists, as the case may be, with the Provincial Secretary, corrected to date.

Penalty for Neglecting to File List

6. Any vendor neglecting to file a list, as and when hereinbefore required to do so, shall be guilty of an offence and liable on summary conviction to a penalty not exceeding $5.00 for every day the default continues.

Sale Price Not to Exceed List Price

7. No repair shall be sold at a higher price for cash than the price stated in the list so filed as required by Section 4, or Section 5, as the case may be, and any person charging a higher price for cash for any repair than the price so stated shall be guilty of an offence and liable on summary conviction to a fine of $25.00.

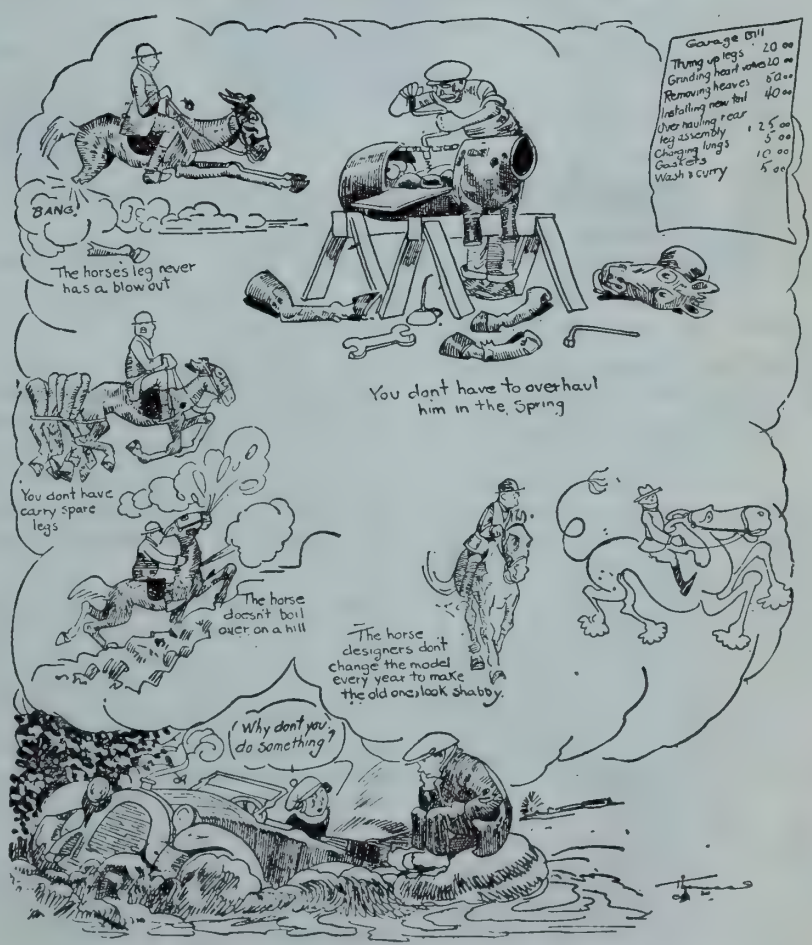
Warranty

8. Every vendor who sells an automobile within Saskatchewan shall be responsible to the purchaser as upon a warranty that all necessary repairs for the automobile sold by him, other than standard bolts and nuts or straps or other iron or wooden parts usually made by blacksmiths or carpenters, will for a period of five years from the date of sale be kept at a place within Saskatchewan to be named in the contract, and that at said place the purchaser will be able to obtain them within a reasonable time.

Coming Into Force

9. This Act shall come into force on the first day of May, 1920.

When a Motorist Loves a Horse



(Courtesy Detroit Motor News.)

Retailers Must Buy Tax Stamp Punches

Stamps Ready by August 10th and Government Will Provide Punches at Cost to Retailers to Deface Used Stamps—Refund of Taxes Go with Goods Returned by Customer—Retailer Makes Adjustment on Next Remittance.

LATEST advices to Hardware and and Metal are that collection of the new taxes by means of revenue stamps will not go into effect until August 10, but until then retailers must make remittances to the nearest Inland Revenue office. The decision of the Inland Revenue Department to begin the stamp collection on August 10 is said to be final.

Stamps have already been printed of denominations from one cent to 10 cents, of 13, 15, 20, 25, 30 cents, and every multiple of 10 cents up to $1, and for $1, $2, $3, $4, $5 and $10. The stamps, however, have not been printed in quantity sufficient to supply all of Canada, but by August 1 enough will have been printed to guard against a shortage.

Differently Colored

The stamps are of different colors so that clerks can distinguish them quickly and there are so many denominations that it is possible to affix the exact amount of the tax in the majority of cases with either one or two stamps. There are a few exceptional cases where three stamps would be needed. The stamps of higher value would be useful in the case of stock transfers and the selling of expensive articles.

The stamps are uniform in design, bearing the bust of His Majesty, with the words "inland revenue" inserted above the head and the words "excise tax" down below, while the denomination of the stamp is shown on either side.

Must Punch Stamps

After considering all methods of cancellation, including various kinds of indelible pencils, it has been decided that the only satisfactory method will be by means of a punch. This will be supplied by the department at cost to all merchants and every stamp will have to be cancelled by means of it after being affixed to an invoice or sales receipt. The exact type of the punch has not yet been determined.

Refund of Taxes

While no refund of taxes collected under the original resolution and discontinued under the final resolution is allowed, some dealers have interpreted this to mean that no refund of taxes collected is allowed in any case. This is erroneous, however, for in the case of goods purchased being returned to a store for a refund, the total amount paid, including the tax, is to be refunded to the customer. The dealer adjusts the matter by taking the amount out of his next remittance of taxes to the Government, and shows a copy of credit slip for the amount as evidence of his having refunded the amount of the tax.

Resume Hearings of Combines Cases

Reorganized Board of Commerce Will Continue Hearings Already Under Way, But Will Not Commence Any New Cases Until Their Authority is Established

OTTAWA.—The new commissioners of the Board of Commerce held their first meeting this week to discuss future operations. It was decided, in view of the questions raised as to their jurisdiction to function under Part II of the Combines and Fair Prices Act, 1919, which deals particularly with hoarding and taking unfair profits on the sale of necessaries of life, not to institute of their own motion any new investigations with respect to these matters but to continue the enquiries already under way. This course was adopted so that valuable time may not be lost between now and the determination of jurisdiction by the Privy Council in preparation for public hearings.

The above statement, it is emphasized, is not to be understood to mean that if complaints of profiteering in necessaries of life be at any time received by the board, from any part of Canada, they will not be investigated. The Board of Commerce will take the usual steps to deal with these complaints, as the board takes the stand, notwithstanding the recent submission of its stated case to the Supreme Court of Canada now in appeal to the Privy Council, that it has jurisdiction to operate under the profit control sections of the Combines and Fair Prices Act, and it will deal with persons found guilty of such infractions of the act.

The Board of Commerce, the commissioners state, has unquestioned jurisdiction concerning the investigation and restraint of combines, monopolies, trusts and mergers which constitute Part I of the Combines and Fair Prices Act, 1919, and it is proposed to proceed with the hearing and determination of certain alleged combines cases, trial of which had to be postponed in April owing to the disorganization of the late board.

The first statement issued by the newly-constituted board, containing the above information, is signed by W. White, Chief Commissioner; F. A. Acland, and G. A. Dillon, commissioners.

Allege Combine Among U. S. Hardware Jobbers

In view of the recent ruling of the Board of Commerce that certain combinations of wholesale dealers working together for their mutual benefit were, with few exceptions, within legal rights, it is interesting to note that the Federal Trade Commission in the United States has tackled the Southern Hardware Jobbers' Association with a notice to come forward within forty days to answer the charge that the members of the association have confederated together to prevent certain retail dealers' co-operative purchasing companies from obtaining supplies of hardware from the manufacturers thereof.

"The Commission's complaint sets out that certain retail hardware dealers of Georgia and adjacent states organized a co-operative purchasing company for the purpose of purchasing in wholesale quantities hardware supplies dealt in by such co-operating retailers.

"Respondents are to answer averments that they have confederated together to prevent the retail dealers' co-operative purchasing company from obtaining supplies of manufacturers and other sources from which purchasers of hardware in wholesale quantities must obtain supplies; that manufacturers have been caused to refuse to sell to this co-operative purchasing company. The Commission was informed that manufacturers were notified that they would lose the patronage of the members of the Wholesalers' Association if sales were made to the co-operative company."

Will be Competition in World's Steel Market

In circles where the export business in steel is known the general belief is that Great Britain will not be the only competitor of the steel producers of America in the world's steel market.

Belgium, which heretofore exported 60 per cent. of her steel production, is now operating at 80 per cent of capacity and is exporting a large percentage of this output, and Germany is expected to become an important exporter of steel soon, as it can even now produce in excess of its domestic consumption. The same is said to apply to France.

The Japanese buyers are cancelling contracts and the outlook in the Far East is not reassuring. Another point which is made in connection with the prospects of steel exports is the fact that a number of heretofore importing countries are gradually getting into a position to take care of their own domestic needs. Australia, for instance, now is known to have sufficient rail capacity to meet her entire requirements. India is rapidly entering the same category.

Hints on Seasonable Advertising

The reproduction of some sample advertisements herewith will give some idea of the lines being advertised by others in the trade in all parts of Canada, and will impart some ideas or suggestions which others may incorporate in their local advertising.

Hammocks For Porches and Summer Resorts

"FRESH AIR HASN'T ADVANCED IN PRICE." Use lots of it. Get into one of our good hammocks and drink it in," says an ad. by Harrison's Hardware, Port Colborne, Ont. "We have a beautiful assortment on hand now which you want to see before you purchase."

Hammocks are a seasonable line now when porches are being made use of and the summer resorts are opening up. Inject a little life into the advertisements of summer lines and the results will surprise you.

"TO MEN ONLY.—You no longer cut your grain with the sickle or your hay with a scythe. But your women folk, if they are doing your washing on the Wash Board, are doing pretty much the same as the women did when the Pharaoh ruled in Egypt. You could no longer go back to the crude implements of those days than you could get along without electricity or railways. For one-quarter of the cost of a binder which is used but a few days and left idle for a year—for a fraction of the cost of a typewriter or adding machine you could equip your kitchen and laundry with modern implements."

Screens For Fly Time

Screen doors are made the subject of an advertisement by James S. Neill & Sons, Ltd., Fredericton, N.B.

"Get Ready For Fly Time," says the ad. "Now is the time to buy your window screens and screen doors. We have a large stock in all standard sizes. Call and see the ——— screen door. No trouble to put on or take off. Can be put in place in a second and removed just as quickly."

* * * *

Get Early Start Against Fly Pest

Another type of ad. on screens is by W. H. Thorne & Co., Ltd., St. John, N.B. It reads: "KEEP THE FLY OUTSIDE." "How? With fly screen, wire doors and wire netting. Now, while it is early, is the time to start your fight against the fly pest which has been responsible for the spread of so many and deadly diseases. We have a large stock of the better kind of fly screens and wire doors at the following prices."

* * * *

Washing Machines for Up-To-Date Kitchen and Laundry

A washing machine ad. by F. P. Turner, Port Colborne, Ont., creates some interest by its unusual tone. It reads: "We have all of these helps and as merchants we don't want them to remain idle in our store, we want them to work for you in your home. We ask you to appropriate a small sum for the better kitchen and laundry."

* * * *

Prize of a Bicycle for Examinations

A plan of offering a bicycle to boys and girls successful in the summer examinations is followed out by Gerry's Hardware, Fort William, Ont. It reads: "A PRIZE is a big inducement to hard work. The summer exams. will soon be on and boys and girls decide whether they will pass or stay in the old class for another term. How about offering that boy or girl a prize, say one of our—— bicycles, as an inducement to good hard work for the next few weeks and the exam. It means more to the children, to you, and everything you can do will be appreciated in the years to come."

* * * *

Save Amount of Income Tax

"WHY WORRY ABOUT YOUR INCOME TAX RETURN?" says an ad. by G. R. McLean, Waskada, Man.,

EDITORIAL COMMENT

DEALERS SHOULD BE CONVERSANT WITH ANTI-GLARE HEADLIGHT LAW

THE Ontario Anti-Glare Headlight Law will become effective on July 18th, and after that date every motor vehicle in the province must be equipped with lenses or other devices to prevent glare from the headlights. Hardware dealers who sell accessories can use this information to good account in notifying their customers as to the requirements of the law. The enforcement of the Act, following years of prolonged discussion, is as important a piece of legislation as has ever been put on the Ontario Statutes, insofar as motor vehicles are concerned.

It is important for the dealer to be fully conversant with the requirements of the Act so that he can inform his customers intelligently. He should point out to his customers that it is not alone necessary to purchase a set of headlight lenses or other devices and put them on his car, because manufacturers of the best devices require that the headlights and bulbs be correctly adjusted in order to secure best results from the use of their lenses. A lens applied upside down will intensify glare and a bulb not correctly adjusted to the correct focal point in front of the reflector will greatly impair the illumination of the headlight. On such points as these the dealer should be posted.

There are approximately 145,000 motor vehicles in the Province of Ontario, so it is evident there is much business to be secured in the sale of anti-glare devices. The dealer who is fully conversant with the requirements and can advise customers is the one who will get the big end of this business. The requirements and methods of testing headlights was fully outlined in May 15 issue of Hardware and Metal.

RETAILERS DO THE WORK—M.P.'S GET THE PROFITS

THE plan for the collection of taxes under the new resolutions is now taking more definite shape as certain difficulties surrounding the adoption of any such radical measure are gradually being overcome. By August 10th it is hoped to have the stamps ready for distribution to the trade throughout Canada, and this step will be a vast improvement over the ponderous method now in vogue whereby triplicates of each sale must be submitted. Stamps in various denominations have been prepared and it is learned that they are in such denominations that not more than three, and more often only one or two stamps, will be required to be affixed to cover the price of any merchandise. They are in different colors so that the various denominations may readily be identified.

An announcement which has brought forth some caustic comment from certain retailers is that to the effect that the Government will provide "at cost" punches for the defacement of used stamps. Some hardware merchants have expressed the opinion to Hardware and Metal that forcing them to become Government tax collectors without remuneration is quite sufficient without compelling them to purchase, even "at cost" punches for the defacement of the Government's stamps. Some are of the opinion that this action is particularly galling in view of the action of members of Parliament in increasing their own indemnities, such action possibly being considered equitable in view of the success of the new taxation measure. It rather makes it look as if the retailer was to be called upon to do the work, to purchase the wherewithal to do the work, and the members of Parliament are to be the ones to benefit from a monetary standpoint.

EDITORIAL NOTES

"THE excess profits tax, never a revenue measure, is a penalty upon economy, upon conservative capitalization and upon quantity production. It never was intended to be a revenue measure. It is a cornerstone in the present intolerable price-structure and it should be repealed."—William B. Colver, member U.S. Federal Trade Commission.

* * *

THAT THE "people with moderately large incomes in Canada are not paying the proportion which they should be made to pay," is an argument of the "Grain Grower's Guide" with which there will be general agreement by those with readily established incomes. This, however, is not so much the fault of the Income Tax as it is because of the difficulty of equitably enforcing its provisions.

continuing: "Better to buy your hardware from us and save more than your 1920 tax." The commendable point about this advertisement is the fact that it is made timely. Undoubtedly many local business men were thinking of their income tax returns at this time and the headline caught their attention. There is always some local matter of general interest to business men which can be made the subject of an advertisement and link up with it an appeal for business.

* * * *

Paint to Cover Up Local Scars

"Cover Up a Multitude of Sins." This is an expression with which most of us are familiar and it arouses interest to see what the context is. An ad. by Gardiner (The Hardware Man), Dundalk, Ont., with this heading, continued as follows: "Snow and paint are the world's great helps to 'camouflage' the multitude of unsightly spectacles any old town, city or village is almost certain to harbor. Here's your chance, and now's your time to cover up Dundalk's little scars."

* * * *

Oil Range Substitute For Maid

"THE BEST SUBSTITUTE FOR A MAID" is a heading which catches the interest particularly in view of the prevailing shortage of this class of help. An ad. with this heading, by McGowan's Hardware. Teeswater, Ont., continues: "Maids are scarce and hard to get, but housewives need not worry. A —— oil range is the best substitute. With a —— oil stove cooking is cleaner, cooler, quicker by far than when it is done in any other way. Make a special effort to have us put a modern oil stove in your home during our May and June sale."

* * * *

Washer Pays for Itself in a Year

"THIS WASHER PAYS FOR ITSELF IN ONE YEAR," says an ad. on washing machines, by J. H. Lee, Oakville, Ont. "The —— electric washer saves enough money to pay for itself the first year. It saves the washwoman's wages; it saves laundry bills; it saves the clothes, for they last four times as long when washed in this machine. It saves doctor's bills, for it cuts out back-breaking drudgery. —— washer costs less to run than the washwoman eats. It operates for 2 cents an hour, and is easier to run than a sewing machine."

* * * *

Refrigerator Demonstration

An ad. on refrigerators by Mills Hardware Company, Hamilton, Ont., in connection with a recent demonstration, states as follows: "KEEP YOUR FOOD PURE AND WHOLESOME—With the advent of warm weather one's thoughts naturally turn to cooler things to eat and also a means of keeping food sweet and fresh. The solution to your problem is a ——— refrigerator, the one household article that is more important than any other. The —— refrigerators are built on scientific lines and provide a constant circulation of pure, cold, dry air in the provision chamber. More germ diseases have resulted from refrigerators that have not the proper circulation of cold air than most people would realize, the food becomes tainted and therefore is unsanitary. Have the joy of living this summer; it is predicted that it will be a dry, hot summer. Get a refrigerator and keep your food pure and wholesome."

* * * *

Free Trial of Oil Stoves For Summer

Oil stoves for summer use are emphasized in an ad. by Jeffery Hardware, Teeswater, Ont. "The ideal stove for summer use. Ask your neighbor who uses one, and what she has to say will be a strong argument for it. To those who have never used these stoves and would like to try one we are offering a free trial for thirty days, providing you live within ten miles of the store." The ad. is reproduced herewith along with other seasonable ads. which will give the dealer some suggestions for planning his own local advertisements.

EVENTS IN THE TRADE

Hardware Store Robbed

Dresden, Ont.—Last week-end Wells & Kofel, hardware, was broken into and $250 in cash and some cheques were taken from the safe.

Open Office in Montreal

Canada Decalcomania Co., Limited, Canadian manufacturers decalcomania transfers, factory and head office, Toronto, will shortly open up an office in Montreal for the purpose of giving their Eastern trade better service. Mr. W. H. Brown, who will have charge, is making his home in Montreal.

Erect New Wire Products and Stamping Factory

Montreal.—Hardware and Metal understands that plans are afoot for the establishing of a large wire and stamping plant at Richmond, Que. While details are not available, Hardware and Metal understands that this company will enter the manufacturing field as producers of wire goods and various stamped wares. It is understood that negotiations are now under way and that the prospects for the establishing of a factory at this point appear to be bright.

New Building Under Way

Galt.—Some time ago ratepayers voted $25,000 to the Elliott White-Hall Machine & Tool Company, one of the city's war industries, with which to help build the new plant. The contract for building has now been let to the Kennedy-Bell Construction Company, of Brantford, who have started work and who promise to have the building completed in September.

English Manufacturer to Visit Canada

Mr. H. C. Hole, the managing director of the Canadian United Manufacturers Agency, will be in Canada during August, and may be communicated with at the King Edward Hotel, Toronto.

Throw All Streams Open

The Ontario Government is said to be planning to throw all streams open to the public for fishing in the near future. At the same time they will establish hatcheries at several places in the Province and will see that good streams are kept stocked. If this is carried out there will be some disgruntled fish hogs in this country, but those who can spare a day or two during the fishing season will be able to go fishing without committing the offence of poaching.

Supplies Will Be Inadequate

Montreal.—In an interview this week with George C. Davis, manager of Frothingham & Workman, Ltd., Montreal, Hardware and Metal was informed that the outlook for a heavy fall business is most promising. "In the matter of wire products, I do not believe there will be more than one-third enough of these goods to go around," said Mr. Davis. "There is a very heavy demand for baling wire in particular, and also for nails and other products of wire manufacture. The outlook is one of the most promising I have seen in many years and there is no question but that there will be a heavy fall business all around."

Mr. Davis, in common with many others, is rather disappointed with the freight troubles which have assumed definite proportions as far as transport in Montreal is concerned. This refers particularly to the recent strike of teamsters and which is very far-reaching, in that goods being delivered to outside points have to be transported to depots or wharves for shipment to their destination. Otherwise conditions, in many respects, Mr. Davis reports as very promising.

Maritime Provinces Promise Well

Montreal.—In an interview with Gordon C. Seybold, Starke-Seybold, Ltd., Montreal, on his return from an extended trip to the Maritime Provinces, Hardware and Metal was informed that conditions there are excellent at the present time. The outlook for a big crop is very promising, with the exception that hay yield may be a little short, otherwise crop conditions are very satisfactory and this means that business will be good this fall in the Maritime Provinces.

Mr Seybold was particularly pleased with conditions in Prince Edward Island, and there is a very buoyant spirit there generally. The farmers are very prosperous and this means good business for merchants, and one of the best indications of the solidity of present conditions is revealed in the extensive purchases of good grades of automobiles by the farmers. Mr. Seybold also states that retail hardware merchants are enjoying a splendid degree of prosperity at the present time and are most hopeful of conditions continuing active right along.

Automotive Industry Warned

Car manufacturers, makers of parts and supplies and jobbers in steel products at Detroit, catering to the automotive industry, have sent out letters warning against a further increase in the price of materials, and asking that prices be lowered wherever possible. It is claimed that automobiles have reached the high peak of acceptable prices and that continued increases in materials and parts will cut consumption, which is already evident.

Sails for England

Mr. Harry A. B. Fales, of Frank Fales & Sons, 61 Dock Street, St. John, N.B., has sailed for England, where he will interview the leaders in the English, French and Norwegian fishing trade. Mr. Fales, whose firm represents Henry Milward & Sons, Redditch, Eng., manufacturers of fish hooks and tackle; Messrs. Hounsell's, Bridport, Eng., manufacturers of lines and nets, and R. Hood, Haggie & Son, of Newcastle-on-Tyne, will interview all these firms and familiarize himself with methods of manufacture, etc., of the various lines.

Two More Firms to Locate in Regina

Regina.—Announcement is made that Beatty Brothers, of Fergus, Ont., will build a $60,000 plant, and that McColl Brothers, of Toronto, are contemplating erecting a $150,000 building in this city.

McColl Brothers, who have made an application for a warehouse site, manufacture lubricating oils, paint oils and paint in Eastern Canada. They ask for half a block of city property in the wholesale district. The new warehouse for McColl Brothers will be erected on block 121, immediately behind the Sanitary Bakery, lots 11 and 12, at a cost of about $60,000. The building will be 50 feet by 112 feet, with trackage facilities.

Winchester Buys Another Plant

The Winchester Company has purchased the Mack Ax Plant at Beaver Falls, Pa., and will continue it with an increased output. The Mack Ax Plant is well known in the United States. It was established by Joseph Graff at Beaver Falls, Pa., in 1871. After several years of successful business, the plant was sold to the Hubbard Company, Pittsburgh, in 1877.

In 1890 it was consolidated with the American Ax and Tool Company and was operated as a unit of that firm until 1912, when it was sold to the Kelly Ax Manufacturing Company, of Charlestown, West Virginia. Immediately after this purchase the plant was closed down and the machinery removed. The buildings and real estate were sold to John Mack, Senior, who immediately organized the Mack Ax Company, and began the manufacture of this make of axes.

Gillette Employees Hold Picnic

Montreal.—The Gillette Social Club of the Gillette Safety Razor Company of Canada, Ltd., held its third annual picnic at King Edward Park, near Montreal, on Saturday last. Over five hundred employees and friends left on the Steamer "Imperial," which was specially chartered for the day, and advantage was taken of this to enjoy a sail down the broad St. Lawrence for several hours before landing at the park.

A good programme of sporting events took place, credit being attributed to the sports committee. Among the features of the day which proved of great interest was a relay race, in which teams from various departments competed. The honors were carried off by teams from the office staff, while the baseball match scheduled between teams from the office and factory resulted in the favor of the factory by a score of 17 to 12.

This picnic is said to have been one of the most enjoyable and successful in the history of the company.

Cuba Would Buy Canada's Goods

Montreal.—According to Dr. Caballero, who represents the Sun Life Assurance Company of Canada at Havana, Cuba, Cuba is anxious to have direct trade dealings with Canada. He stated recently in Montreal that Canadian goods are much appreciated by Cubans and that if more Canadian salesmen were sent into that field they would be able to secure good orders. Among lines wanted are asbestos, cement, building plaster, wire nails, paper of all kinds, and various lines of manufactured hardware. Great prosperity exists there owing to the greatly inflated price that is being paid farmers for sugar cane, and farmers have grown very wealthy in the past few years.

Japan Wants Canadian Goods

Montreal.—"Canadian manufacturers have given no heed to the needs of Japan, which has now a billion dollars' favorable trade balance, and is fifth in the main powers of importance."

This statement of A. E. Bryan, Canadian Trade Commissioner at Yokohama, who is at present in Montreal, indicates that Japan is an excellent market for Canadian goods if properly exploited.

Mr. Bryan stated that the Japanese were very anxious to trade with Canada, but it was rather difficult to do so, particularly during the period of the war. Then in Japan there are no Canadian branch export houses and no salesmen from the Dominion visit that country. One of the complaints cited by Mr. Bryan is that while it is very necessary that "cash including freight" prices be quoted, Canadian exporters continually quote f.o.b. rates either at their factory or at Vancouver. Instead of helping matters this is a serious drawback in the cultivation of Japanese trade.

Require Many Products

While Japan imports a great variety of products, nickel, asbestos, lead, zinc, steel, and various iron manufactured goods are wanted and are imported in extensive quantities. Trade in all these lines, according to Mr. Bryan, may be expanded materially if proper attention is given on the part of manufacturers. There is a good market there, he states, for all kinds of machinery. Just at the present time business conditions are reported to be somewhat slack in that country, although this will be but a temporary condition, and this fall will see very heavy ordering again, he intimates.

IMPORTANT TAX RULING

A ruling made to all collectors of Customs states that tax on all lines mentioned in Sections 1 and 2 of the Resolution, insofar as importations are concerned, apply only when importations are for consumption or use other than resale.

It has been ruled that the tax does not apply to goods imported by a manufacturer to be used by him in production of other goods for sale and not to go into consumption otherwise or be sold in the condition imported.

Where under this ruling an importing manufacturer enters any such goods as exempt from this tax, there shall be furnished on the face of such entry a certificate by the importer as follows:

"Certified that the goods hereby entered as exempt from luxury excise tax for the reason that they are to be used by me (or us), in the manufacture of other articles for sale by me (or us), will be so used, and will not be diverted for any other purpose.

.....

Importer."

Peninsula Out After Industries

The annual Niagara District Industrial Conference date has now been set for August 2 to 4. The itinerary has all been arranged for, and will include in the three days trips to every part of the district, and the illustration of all its features, industrial, public works, hydro, etc.

At the suggestion of John T. James, of Bridgeburg, it has been decided to assess against the various cities, towns and villages in the district their share of the cost of the conference, which will be $7,000.

Visitors from the United Kingdom as well as Canada and the United States are expected at the conference, the secretary having already received a list of names of numerous delegates.

Winnipeg. — O-Rib-O Manufacturing Company, which has opened its new site on Erin Street, has sold its old premises at 233 Stradbrooke Avenue to the Eternal Battery Company.

Exhibition of Foreign Cutlery at Sheffield

An exhibition of 800 samples of Japanese, United States and German post-war cutlery, tools, etc., was held in the Cutlers' Hall, Sheffield, recently, and was visited by 350 firms from Sheffield and district. The general expression of opinion respecting the samples of Japanese manufacture was that though the prices quoted were extremely low, they were too high for the class of goods they represented, and that it was unreasonable to expect Sheffield firms to turn out goods of such a low grade.

On the other hand, the goods emanating from United States factories were considered of excellent quality and finish. The grinding in particular was described as first class, and the general finish left nothing to be desired. Prices, however, were high and were easily beaten by the Sheffield manufacturers who examined them.

The German samples were of variable quality and variable prices. There was a lack of uniformity in respect to both points, but in the majority of cases prices were fairly high and most of the visitors seemed easily able to compete. One firm who had recently received a quotation for pen-knives with sample from Germany, after subjecting the samples to a critical test, came to the conclusion that the German pen-knives were 3s. per dozen dearer than the British, and that the quality was 50 per cent. under German pre-war productions. In yet another case a Sheffield firm was manufacturing nickelled pen-knives at 9s. per dozen against German samples marked (May, 1919) at 11s. 6d. per dozen.

A number of firms borrowed samples at the close of the exhibition for the purpose of copying designs or reproducing patterns that appeared to be good selling lines.

Threaten Extensive Closing Down of Iron and Steel Capacity

"Extensive closing down of iron and steel capacity is nearer at hand than at any stage of the unsettled operating conditions which have gripped the industry for several months past," says The Iron Trade Review. "While empty coal cars may be loaded for movement in direct line toward the mines, this is a decidedly limited service and of temporary character. In all directions pig iron, semi-finished and finished steel has begun to pile up rapidly in producers' hands, on top of the huge accumulation already on hand. A continuance of this condition only can result in drastic curtailment of output. Insistent demands for all the material on contract the mills can ship serve to controvert reports of enforced curtailment of production by automobile builders due to financial causes. A summary by steelmakers of the situation at Detroit discloses that the different plants are operating to the fullest extent permitted by material supplies. Urgent calls for spot pig iron, especially basic, have continued this week and have been intensified by the narrowed traffic facilities.

NEWS OF WESTERN CANADA

Means Much to Western Retailers

Accomplishment of Aims of W.C.C.A. Will Mean Big Increase in Future Trade in Western Canada—More Than Half the Money Required is Now in Hand—47 Per Cent. of Western Farmers Have Automobiles.

"IF THE Western Canada Colonization Association settles 20,000,000 acres of idle arable land, it is probable that another 10,000,000 acres, suitable only for pasture, will be used for raising livestock. The value of such settlement will exceed the entire national debt of the Dominion." So said Mr. M. A. Brown, Provincial chairman of the Western Canada Colonization Association, in a recent interview with Hardware and Metal. Mr. Brown, who is Mayor of Medicine Hat, added:

"In 1918 the farm production of Alberta, Manitoba and Saskatchewan was valued at $1,322,804,490, from some 30,297,416 acres under field crops and other lands suitable only for livestock. On the same basis, the idle acres which the association aims to bring into use have a potential value of $870,000,000 per annum.

"Divided into 93,750 half-section farms, each of 320 acres, these lands would provide an opportunity for almost 100,000 more farmers, and for a total of at least 400,000 immigrants, counting men, women and children.

"Settlers from the United States have been bringing in $600 for every man, woman and child. The average for immigrants from the British Isles and elsewhere would be considerably lower, but even before the war British immigrants averaged at least $100, and the amount now would be much higher. The immigrants sought by the association will be "hand-picked" and will be from the United States and the British Isles principally. Their average wealth may be placed conservatively at $300 each. This in itself means a total initial accession to national wealth of something like $100,000,000.

"Such an influx of agricultural settlers would be accompanied by heavy immigration of artisans and other non-agriculturists, with wealth of probably $50,000,000 more.

"The annual gross income per farm in Western Canada is now close to $4,500, including the value of products consumed by the farmers themselves. Allowing for a possible decrease in prices, the annual gross income per farm may safely be placed at not less than $3,500 for many years to come. Of this amount at least $1,500 is expended annually in purchases of goods, largely in local stores.

Each farm would contribute $1,200 every year to increase the national wealth of the Dominion. For all the 93,750 new farms, the increase would amount to $112,500,000. But this would be the gain from the project in a single year. Canada would, in effect, receive from the settlement of these idle acres a perpetual increase in national wealth of $112,500,000. The present value of such perpetuity, reckoned at 6 per cent., is no less than $1,875,000,000.

"The $1,500 or more expended by each farm household annually for goods would be distributed among retailers, wholesalers, bankers and manufacturers. Ultimately, much of it would go to the workers. It would provide more employment and attract new capital to supply the additional wants.

"A recent survey among its subscribers, made by one of the largest farm papers in Western Canada, showed that 50 per cent. of the farmers carried life insurance; 46.3 per cent. had telephones; 47.2 per cent. owned automobiles; 36 per cent. had gasoline engines; 34 per cent. had pianos; 30 per cent. owned threshing outfits; 30 per cent. had talking machines; 20.4 per cent. owned tractors. These figures indicate the tremendous demand for goods and services which would result from the successful utilization of nearly 100,000 new farms. That demand would mean increased prosperity for every interest in the Dominion.

"The settlers and their families would spend at least $140,750,000 annually, principally for manufactured goods. To meet this demand, not less than $125,000,000 would be needed for industrial undertakings. The opportunity would attract new capital from the United States and elsewhere, and it would be safe to count on an accession of at least $75,000,000 in this way.

"The problem of the railways would be solved. The average settler in Western Canada means $763 per year in railroad earnings on freight and passenger business. From the 93,750 farms there would come a yearly increase of $71,531,250 in the gross income of the railroads.

"The increase in national wealth which would result from the accomplishment of the aim of the Western Canada Colonization Association may, then, be summarized as follows:

New wealth brought by settlers	$150,000,000
Present net worth of new farm production in perpetuity	1,875,000,000
New capital attracted from abroad for industrial undertakings	75,000,000
Present worth of new wealth resulting from profits on handling new farm production	500,000,000
Total	$2,600,000,000

"In comparison, Canada's gross national debt is less than $2,100,000,000, and the net debt about $2,000,000,000.

"Utilization of the idle lands of Western Canada in its value to Canada not only would offset the entire net debt of the Dominion but would leave a surplus of more than half a billion dollars for development of the Dominion's natural resources."

EXTENDS HUNTING INVITATION

Mr. MacKenzie, of Mallett & MacKenzie, hardware, Kamloops, B.C., is going on a hunting trip very soon and through the representative of Hardware and Metal he extends an invitation to any hardware dealers who want some real hunting, to go along with him.

MOTOR TRUCK BRINGS BUSINESS

M. Dumont, hardware, Ashcroft, B.C., handles automobile accessories and repairs. About a year ago they opened a garage and have the agency for a well-known automobile and tractor. They use a motor truck in their own business and have found it a big help in developing business as far away as 220 miles north, in the Caribou country. This is truly good evidence of the value of a truck for giving service in outlying districts and thereby bringing such trade into closer touch with the store.

Announces New Stores' Opening

Four-Page Leaflet Published by Falconer's Ltd., Winnipeg, Announces Opening of Two Branch Stores, Emphasizes Policy of Business and Advertises Seasonable Lines.

TWO new branch stores were recently opened by Falconer's Limited, Winnipeg, in order to better serve the residents of the outlying districts to which the trade of the original store had extended. An outline of the business policy which has developed this store to this extent was outlined in April 10 *issue of "Hardware and Metal." One of the new stores is on Main Street and the other in Elmwood. In connection with the development a four-page leaflet was issued, making the announcement of the new stores being opened for business and pointing out that the extension of business would enable the giving of better prices and that already notable price reductions had been made throughout the stores. A point is made of the fact that fifteen years of experience guides the management in its merchandising policies and emphasis is laid on the policy of "honest goods at honest prices" with a guarantee of "Your money back" if goods are not satisfactory.*

The leaflet contains illustrations of a number of seasonable lines with information, prices, etc., and was calculated not only to make the desired announcement, but to link up a little sales talk which was successful in bringing business to all three stores in celebration of the event.

The slogan now being used by Falconer's Ltd. is "Three stores now—at your Service."

INTRODUCING OUR TWO NEW STORES

FALCONER'S

LIMITED

HARDWARE AND FURNITURE STORE NEWS

IN order to better serve the residents of North Winnipeg and Elmwood, we have opened Two New Stores. One at the corner of Main Street and Polson Avenue and the other at the corner of Kelvin and Poplar, Elmwood.

THIS added outlet will enable us to buy in large quantities to advantage and **Sell for Less.**

ALREADY we have made notable reductions throughout our stores and it will pay you well to watch our announcements and visit store nearest you.

THE goods you buy here are new, clean, fresh and up-to-date in every respect.

WE bring to you fifteen (15) years experience and will continue our policy of **Honest Goods** at **Honest Prices.** One price to all and a guarantee that means **Your Money Back.**

THREE STORES NOW — AT YOUR SERVICE

SELKIRK AND ANDREWS	MAIN AND POLSON	KELVIN AND POPLAR
Telephone — St. John 1157	Telephone — St. John 657	Telephone — St. John 690

For Better Service—Order From Your Nearest Store

BE PATRIOTIC BUY IN YOUR OWN COMMUNITY

FALCONER'S

There Is a HARDWARE STORE NEAR YOU AT FALCONER'S

Wash Tubs and Boilers

WASH DAY HELPS

Are washing and ironing distasteful to you? Probably it is because you have not all the "tools" with which to work. Washing should be made as easy as possible. We have all the helps necessary to turn the "blue" wash day into a bright and happy one.

OUR STOCK AND PRICES WILL HELP YOU

Copper Boilers $6.85

DURING APRIL—IF THEY LAST

A very fortunate purchase on a limited number of these solid copper full size wash boilers enables you to save over $2.00 on each one. Every boiler guaranteed. This is before the war prices, and indeed a great step. Order from your nearest store.

Built more all copper Wash Boiler Worth $9.75. Extra April Special **$6.85**

Wringers

We have a beautiful assortment of Clothes Wringers in different styles, both metal and alpha springs, guarantees running from 1 to 5 years **$6.75 to $8.25**

Electric Irons

This is a splendid value Electric Iron very shape, latest style and fully guaranteed. Complete with stand, cord and attaching plug. Worth $7.50. Fo Special **$4.85**

More Helps

GALVANIZED PAILS

TIN FLARE PAILS—

WASH BOARDS

CLOTHES LINES

CLOTHES BASKETS—

Washing Machines

Electric Washing Machines

This is the day of electricity, and Winnipeg offers cheapest power in Canada. It pays to use electrical drive machines. Save the expense and annoyance of help.

We feature two styles—The ROSS with the corrugated cradle rubbing board—a wonderful washer at reasonable price. The other is the VACUUM principle with the three cups working up and down and back and forward. See these washers at store nearest you.

YES—YOU CAN ARRANGE TERMS

Washing Machines

The "Connor"

Ball Bearing

The most popular low priced machine made today. Has two rubbing boards with swinging tub on steel ball bearings. Complete with swinging wood tub-tub stand. One price **$21.00**

The "Winner"

$15.00

For Better Service—Buy From Store Nearest You

SELKIRK AND ANDREWS	MAIN AND POLSON	KELVIN AND POPLAR
Telephone — St. John 1157	Telephone — St. John 657	Telephone — St. John 690

HONEST GOODS AT HONEST PRICES

FALCONER'S

WHY TAKE CHANCES WHEN WE PROTECT YOU

Let Us Help You Clean Up and Paint Up

Swing into line with the spirit of Spring time

Let's keep up with the procession

Besides it's cheaper to paint than repair

Economy as well as pride say "Clean up and paint up, and keep it up"

We say, come to us for everything you need in this worthy work.

OUR EXPERIENCE AND ADVICE ARE FREE

B-H English Paints

Good Paint is the only kind that pays

Poor Paint is an extravagance, no matter how low the price.

B-H Paint is recognized the finest "Ready Mixed Paints" made today

B-H Paint is famous for its covering and lasting qualities. Made on a great variety of pretty shades, with 70 per cent. B-H premium white lead and 30 per cent. pure white zinc. Drop into store nearest you and get a filler card, and talk over your plan with us

Gals. ½ Gals. ¼ Gals. Pts. ½ Pts.

White—A slight advance over colors.

Varnish Stains for Less

A splendid opportunity to touch up the woodwork about the house. Nothing better for the furniture and outdoor household articles.

A limited stock in the popular shades, such as LIGHT OAK, DARK OAK, WALNUT, MAHOGANY, ROSEWOOD, CHERRY, etc., etc. Note these prices and bring your order early. Quantity limited.

	½ Pint	¾ Pint	Pints	Quarts
Worth	30c	55c	$1.05	$1.90
Special	19c	39c	69	$1.11

ALABASTINE

THE BEAUTIFUL WALL TINT

Alabastine is made in 24 beautiful colors, and white. Just mix with cold water. Is easy to apply, and is guaranteed pure and sanitary. Prices, per 5-lb. packet **70c**

O'Cedar Oil	25c and 50c	Gold Paint	25c
Silver Polish	25c and 50c	Varnish Brushes, 15c to $1.00	
Wall Cleaner	25c	Paint Brushes	5c to $1.00
Hand Cleaner	25c	White Enamel	40c up
Step Ladders, $2.50, $2.75, $3		Japalac	30c, 55c and up
Stove Pipe Varnish	15c	Sanitette Polish	25c and 50c
Silver Paint	45c	Brown's Polish	25c

B-H Floor Lustre

B-H Floor Varnish

B-H Shingle Stain

$1.75

For Better Service—Buy From Store Nearest You

SELKIRK AND ANDREWS	MAIN AND POLSON	KELVIN AND POPLAR
Telephone — St. John 1157	Telephone — St. John 657	Telephone — St. John 690

The two-page centre spread of the four-page leaflet used by Falconer's, Ltd., Winnipeg, in connection with the opening of two branch stores. Many lines of Wash Day helps and paints and varnishes for the Clean-Up-Paint-Up campaign are illustrated on these pages. The fourth page illustrates a number of lines of baby carriages, go-carts, express waggons, and bicycles.

Newsy Notes From Here and There

Toronto.—J. H. Webber, of the Steel Co. of Canada, Ltd., Toronto division, has left Toronto on a holiday trip accompanied by Mrs. Webber, Miss Webber, who is starting on a tour through England, Scotland, France, Belgium and Switzerland, accompanied her parents as far as Montreal.

Toronto.—J. H. McMahon, hardware merchant of Port Credit, Ont., was a visitor in Toronto this week.

Toronto.—R. H. Greig, hardware merchant of Streetsville, Ont., made a business trip to Toronto during the week.

Montreal.—Mr. James, representing Shurly Dietrich, Galt, Ont., was a recent visitor to Montreal; James Hossack, Canadian representative Lufkin Rule Company of Canada, Ltd., Windsor, Ont., called on the Montreal trade recently; F. D. Anger, of the purchasing department, Frothingham & Workman, Ltd., is away to the Gaspe coast for a couple of months.

Montreal.—H. Kearns, managing-director B. & S. H. Thompson & Company, Limited, was a visitor to Toronto this week: John R. Anderson, manufacturers' representative, Montreal, returned this week from an extended trip to Newfoundland.

Montreal.—O. N. Parent, Canadian Yale & Towne, Limited, St. Catharines, was in Montreal this week; Gordon C. Seybold, of Starke-Seybold, Limited, returned from a trip to the Maritime Provinces.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

1183. **Cement.**—A large firm importing builders' supplies at Sao Paulo, Brazil, wish to import Portland cement of the best quality in large quantities.

1187. **Cement, pipe, gypsum.**—A Havana firm wish agencies for the following Canadian products: cement, cast-iron pipe, gypsum.

1188. **Hardware, building materials, etc.**—A London firm of importers and exporters, possessing showrooms and warehouses, are desirous of securing the representation of Canadian manufacturers of hardware of all sorts, building materials, and specialty lines generally.

1189. **Hardware, nails and wire.**—A well-established British firm wish to arrange for exclusive selling rights in the United Kingdom for Canadian manufacturers of hardware of all kinds, especially nails, barbed wire and plain wire. They are ready to buy and pay cash, and will undertake to advertise in the United Kingdom.

1190. **Mechanical domestic specialties.**—An inquiry has been received from the Japanese Naval Department for all kinds of mechanical devices to be used in the galleries of warships, such as potato peelers, meat and bread slicers, and similar devices for labor saving and quick preparation of food. Full information, prices, etc., should be supplied at once.

1194. **Clocks.**—Wholesale jeweller would like to get in touch with manufacturers of various kinds of clocks.

1196. **Lead, spelter, and tinplate.**—An English firm of commission agents in Rio de Janeiro—head office, London—wish to import various metals from Canada, such as sheet and pig lead, spelter, and tinplate. For convenience they prefer to deal with a first-class Canadian export commission house rather than with a number of manufacturers.

1197. **Asbestos.**—A London company ask for the addresses of the principal Canadian producers and shippers of asbestos (crude and fibre).

1200. **Miscellaneous manufactures.** — A Brazilian firm of general importers in Sao Paulo, Brazil, wish to hear from Canadian manufacturers of cutlery, tools, lubricating oils, electrical fixtures, machinery, chemical products, paints and varnishes, motor cycles, bicycles.

West African Supplies

Note.—The following group of trade inquiries emanate from established British traders in the West African colonies of Cameroons, Gambia, Gold Coast, Nigeria, and Senegal. These colonies serve as dispensing centres for the vast areas of the interior of Africa, and the many millions of natives demand a constantly increasing supply of manufactured articles. The Elder-Dempster steamship lines are furnishing a direct service to West Africa from Montreal, the next sailing being SS. Bassan on July 15. There are eighteen branches of the Colonial Bank of London in the five colonies. The active trading season is from December to May.

1206. **Miscellaneous supplies.**—A British firm of West African import and export merchants established in London, Liverpool, Manchester and Birmingham, England, and New York, and opening shortly in Montreal, with over 100 branches in West Africa, in Gold Coast, Togoland, Dahomey, Nigeria, also Morocco, desire to receive samples, catalogues and prices of the undermentioned Canadian commodities which they would like to send to West Africa by the Elder-Dempster steamers from Montreal: Lumber, cement, iron bars and sheets, nails, paint, builders' materials and hardware, enamelware, lamps and lanterns, general hardware, lighting plants and accessories, motor cars, trucks, tires and parts. These commodities at present are being supplied by the United States and shipped from New York, as Canada owing to the war was unable to give a direct steamer service. This firm are doing an immense business in West Africa. They are ready to buy and pay cash.

1207. **Miscellaneous supplies.**—A firm in the West of England, purchasing on behalf of customers in British West Africa, would be glad to hear from Canadian manufacturers and shippers of the following articles: Brushes (paint); paint and enamel, ready mixed and in paste form; metal-framed mirrors, photo frames, etc.; spoons, knives, forks, and all kinds of cutlery; tools (hatchets in particular); bicycles, tinware, hollow-ware, cement, filters, gramophones and records, sports requisites, pocket flash lamps and batteries, alarm and other cheap clocks.

1208. **Building supplies, hardware.** — A Liverpool firm of West African merchants wish to be placed in touch with exporters of asbestos roofing, building materials, enamelware, iron bars, wire nails, locks, hinges, galvanized ware, shovels, tools, for direct export to West Africa.

1209. **Wire nails, enamelled ware, corrugated sheets.**—An English firm wish to purchase for direct shipment to customers on the Gold Coast (West Africa), supplies of wire nails, enamelled ware, and galvanized corrugated iron sheets, and invite prices from Canadian manufacturers. Terms cash against documents at London bank.

1210. **Hardware.**—A Liverpool firm of West African merchants ask to be placed in touch with exporters of enamelware, wire nails, building materials, etc., for direct shipment to West Africa.

1211. **Hardware and canned goods.**—A Liverpool firm ask to be placed in touch with exporters of enamelware, wire nails, locks and hinges, etc., for direct export to West Africa.

1212. **Enamelware, nails and washers.**—A Liverpool firm asked to be placed in touch with Canadian exporters of enamelware, galvanized nails and washers, for direct export to West Africa.

1213. **Hardware.**—A Liverpool firm ask to be placed in touch with Canadian exporters of enamel and galvanized ware, iron bars, wire nails, locks, all classes of from Canada, for direct export to West Africa.

1214. **Hardware.**—A Liverpool firm wish to be placed in touch with Canadian exporters of enamel and galvanized ware, building materials, wire nails, locks, hinges, shovels, tools, etc., for direct export to West Africa.

1215. **Hardware.**—A Liverpool firm wish to be placed in touch with Canadian exporters of enamel and galvanized ware, building materials, wire nails, locks and hinges, white-pine lumber, shovels, tools, etc., for direct export to West Africa.

1216. **Hardware.**—A Liverpool firm ask to be placed in touch with Canadian exporters of enamel and galvanized ware, iron bars, wire nails, all classes of hardware, for direct export to West Africa.

1217. **Hardware and lumber.**—A Liverpool firm wish to be placed in touch with Canadian exporters of enamelware, wire nails, locks and hinges, galvanized iron, timber, artisans' tools, etc., for direct export to West Africa.

1218. **Import and export agents.**—A Liverpool firm of West African merchants wish to get in touch with a reliable firm prepared to act on their behalf as buyers of Canadian products and sellers of palm oil, cocoa, peanuts, mahogany, etc.

1219. **Enamelware.**—A Liverpool firm of West African merchants wish to purchase cheap grades of the above from Canadian from Canada, for direct export to West Africa.

1220. **Galvanized corrugated sheets.**—A Liverpool firm of West African merchants wish to purchase the above from Canada, for direct export to West Africa.

1221. **Asbestos roofing and building material.**—A Liverpool firm of West African merchants wish to purchase the above from Canada, fo rdirect export to West Africa.

1222. **Iron bars.**—A Liverpool firm of West African merchants wish to purchase the above from Canada, for direct export to West Africa.

1223. **Wire nails.**—A Liverpool firm of West African merchants wish to purchase the above from Canada, for direct export to West Africa.

1224. **Locks, hinges, furniture fittings, etc.**—A Liverpool firm of West African merchants wish to purchase the above from Canada, for direct export to West Africa.

Hardware Letter Box

Foamite

Granby Consolidated Mining, Smelting and Power Company, Ltd., Vancouver, B.C.—Can you give us the name of a fire extinguisher called "Foamite"?

Answer.—This extinguisher is made by the Foamite Fire Extinguisher Company, Hamilton, Canada.—Ed.

Animal Bait

R. T. Holman, Ltd., Summerside, P.E.I.—Please advise us as to names of manufacturers of animal bait.

Answer.—The following are manufacturers of this line: John Hallam, Ltd., 105 Front St. E., Toronto; Weil Bros. & Co., Fort Wayne, Ind.; F. C. Taylor & Co., St. Louis, Mass.; Funston Bros. & Co., St. Louis, Mo.; F. C. Stephens, Kansas City, Mo.—Ed.

Club Bags

Serivan and Rutherford, Tilbury, Ont.—Please advise us name of manufacturers of club bags.

Answer.—The following are manufacturers: Julian Sale Leather Goods, Ltd., Toronto; Lamontagne Ltd., Montreal, Que.; Langmuir, Mfg. Company, Ltd., Toronto; J. Eveleigh & Co., Ltd., Montreal, Que.; Christie Trunk & Bag Co., Amherst, N.S.; Hugh Carson Co., Ltd., Ottawa, Ont.; S. & H. Borbridge, Ottawa, Ont.; The Adams Mfg. Co., Toronto, Ont.—Ed.

Cement Tools

Cowan Hardware Co., London, Ont.—Please advise us names of manufacturers of cement tools.

Answer.—Following are manufacturers: Canadian Foundries and Forgings, Ltd., Brockville, Ont.; The Wright Tool Co., Hamilton, Ont.; Toronto Lock Mfg. Co., Ltd., Toronto.—Ed.

Carpet Stretchers

Hardware Company of Toronto, Ltd., Toronto, Ont.—Kindly advise us who manufacture carpet stretching vises made after the principle of ice tongs?

Answer.—C. F. Osborne & Co., Newark, N.J., and Sargent & Co., New Haven, Conn., manufacture carpet stretchers of this style.—Ed.

Acorn Oil Cook Stove Repairs

W. A. MacLaren, Esq., Hensall, Ont.—Would you kindly tell us where we could procure wicks and repair parts for the "Acorn" oil cook stove, also where we could procure the Bon Ami?

Answer.—Wicks and repair parts could be procured for the "Acorn" oil cook stove from the Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont. So far as we can learn there are no agents for the Bon-Ami in Canada. A. J. Lendeman & Hoverson Co., Milwaukee, Wis., are the manufacturers.—Ed.

Bottle Capping Machines

John H. Lee, Esq., Stony Creek, Ont.—Would you kindly give us the names of manufacturers of bottle metal capping machines?

Answer.—The following are manufacturers: Crown Cork and Seal Co., 87 Parliament Street, Toronto; Anchor Cap and Closure Corp. of Canada, Ltd., 50 Dovercourt Rd., Toronto; Wilson and Cousins, 35 McCaul Street, Toronto; E. W. Bliss Co., Brooklyn, New York; Phoenix Hermetic Co., Chicago, Ill.; Sterling Cork and Seal Co., Toledo, Ohio; Van O Press Company, Brooklyn, New York.—Ed.

Steel Wool

R. T. Holman, Ltd., Summerside, P.E.I.—Would you kindly give us the names of the manufacturers of steel wool, and also if manufactured in Canada?

Answer.—So far as we are able to learn there are no manufacturers of this product in Canada. The following are some of the American makers: American Steel Wool Mfg. Co., Inc., 451 Greenwich, New York; Jas. H. Rhodes & Co., 162 William St., New York; Ridgley Trimmer Co., Springfield, Ohio; Buehne Steel Wool Co., 93 Nassando, New York.—Ed.

Gasoline Shortage Becoming Serious

Oil Companies Advertising for Economy in Use of Gasoline—Demand Increased 650% in Recent Years and Production of Crude Petroleum Increased Only 150%

ADVERTISEMENTS asking everyone to conserve gasoline are being run throughout Canada by some of the leading oil companies. There is said to be a real shortage of gasoline. Hardware and Metal is advised that in the last few years the demand for crude petroleum, practically all of which must be imported for the manufacture of gasoline in Canada, has increased more than 650 per cent. In a like period, production has increased about 150 per cent. A shortage of crude and high prices necessarily follow. Pennsylvania crude is to-day costing $6.10 and Oklahoma crude $3.60 per barrel at the wells, and these prices must be paid in American funds, which adds another 10 per cent.

The oil-producing companies claim to be sparing no expense or effort to adequately meet the growing demand for petroleum products, but notwithstanding the best efforts of these companies, the demand is going ahead of production by leaps and bounds. The only apparent solution is to use all petroleum products, especially gasoline, economically and efficiently. Few motorists realize how essential this is. To-day, more gasoline is used than is being produced. Curtailment of waste is imperative. If we do not voluntarily practise economy, we will eventually and inevitably be forced to do so.

Those who have studied the subject say that one-half gallon of gasoline per car is wasted daily through carelessness, the over-use of cars and needless mileage. This means 200,000 gallons of gasoline wasted daily in Canada or 73,000,000 gallons per year if all motor cars were operated every day. This waste must be stopped.

One gallon of gasoline will provide energy to move a one-ton truck 15 miles, or to put it another way, it will move 15 tons of freight one mile. It is hardly likely that anywhere near 73,000,000 gallons of gasoline is wasted yearly in Canada, but if we can by conservation save one-tenth of this amount (7,300,000 gallons), we will save enough to haul 109,500,000 tons one mile.

It has been estimated that 7,300,000 gallons of gasoline will plant, harvest and thresh 15,500,000 bushels of wheat. We can eliminate the necessity for higher prices on foodstuffs by saving gasoline.

BRITISH ZINC

"Spelter is beginning to attract attention again, and the metal would now appear to be passing through one of those phases which are only too familiar to all who handle zinc," states "The British Metal World" in its current issue. "British smelters are in a very unenviable position, and, if all we hear is correct, it will be a matter of great difficulty for some of them to continue much longer unless the Government is prepared to spend another £100,000 or so to assist them. It is a very melancholy fact that, after all the tall talk about keeping out the German metal and finding a market for the Australian concentrates, the output of spelter in the United Kingdom last year was less than it was in 1913, and that at the present time the industry has come nearly to a standstill.

"The world's total spelter production to-day is probably at the rate of 600,000 tons per annum. If this country worked at its fullest capacity it could turn out 80,000 to 90,000 tons at the least, yet it is only producing at the rate of 15,000 tons a year."

INCREASE REGISTERED LETTER FEE

According to an amendment to the Post Office Act passed during the recent session of Parliament, the registration fee on letters and other matter mailed in Canada is fixed at ten cents (10c) per each letter or article.

The above fee shall apply to all registered mail matter posted in Canada on and after the 15th July, 1920.

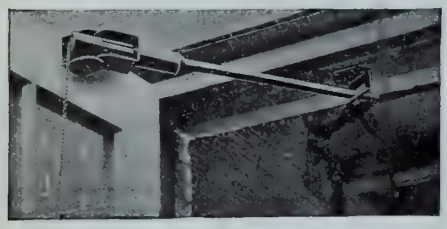
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

New Garage Door Holder

The Stanley Works, New Britain, Conn., U.S.A., have recently put on the market a new garage door holder, which they call their No. 1773 cushion type, and state that the purpose of this door holder is to securely fasten the garage door when open, preventing it from slamming or damaging a car entering or leaving the garage.

The makers claim their new holder is similar to their No. 1774 holder already



Garage Door Holder

in use, except that it is made considerably heavier, having been designed for extra heavy factory doors, private garage doors, or public garage doors, and has very heavy springs covered by a cylinder, protecting them from the weather and which act as a cushion, relieving any strain on the hinges.

The manufacturers also claim that their holder is reversible for right or left hand doors, and may also be applied to square or curved top doors. It is made in several finishes, including japan, dead black japan, sherardized, or dead black over sherardized, and is packed complete one pair in a box, with directions for applying staples and screws, the gross weight being 16½ pounds.

A very attractive circular regarding their new device has just been published for manufacturers and contains illustration and literature describing their new product.

Lever Tire Pump

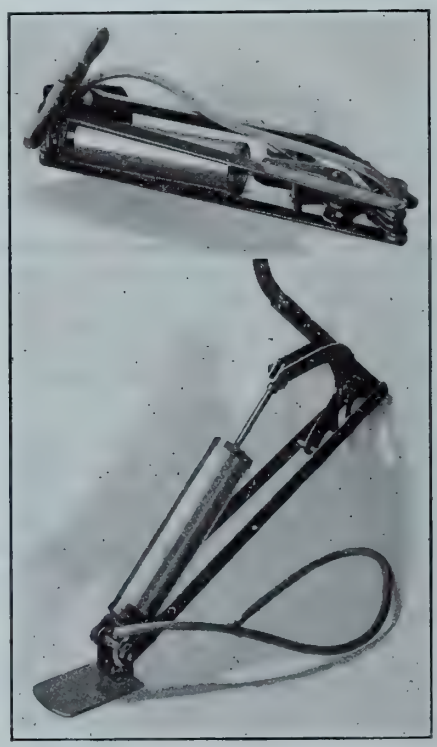
A new air pump for inflating automobile tires is being marketed by the Mor-Air Auto Pump Co., Napersville, Illinois, and which goes under the trade name of J. K. Lever Pump. The manufacturers claim that in construction the pump is all pressed steel, and has no stuffing box, a steel plunger and heavy cap leather being the only parts of the large compression cylinder. On account of the short, specially designed cylinder the friction in operation is nominal, thus eliminating overheating of the pump.

The manufacturers describe their pump as being made on a lever principle, which is operated by hand and foot, and is so designed as to be very easily operated and yet give the maximum pressure. This is attained by the operation being on the lever principle by means of a cam slot and secondary lever, the leverage being increased approximately ten times with air under compression having a resistance against 250 pounds pressure nominal and will inflate a 30 x 3 tire to 60 pounds air in 60 strokes.

The makers also state that their new product is all pressed steel construction, having no stuffing box, and is equipped with an extra heavy cup leather plunge

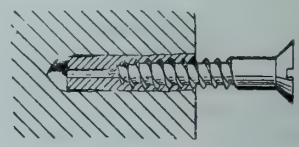
The Rawlplug Co.

The Rawlplug Company, Ltd., head office in Kensington, London, S.W., England, and represented in New York by Staddon & Company, are placing on the Canadian market the Rawplug, which they claim is a device for fixing screws in plaster, brick, marble, slate, stone, cement, concrete, metal, etc. It is for use by builders, contractors, electricians, plumbers, engineers, etc., for any purpose for which a screw is used. The Rawlplug consists of a tube of stiffened fibres which automatically expand when a screw is driven into them, thus obtaining a firm hold. The plugs are made in various lengths and sizes for taking



Lever Tire Pump

different sizes of screws, and no special screws are required. Steel plugging tools are also sold in connection with the plugs, they being used to make the required hole in the plaster, sement, brick, or whatever substance into which the screw is to be inserted. It is claimed that the Rawlplug requires no skilled handling, saves time and cost, does not damage surrounding decorations, leaves no unsightly wood blocks, and is an efficient plug for plaster. Tests carried out show various weights which can be



The Rawlplug

applied to articles held by means of screws placed in the Rawlplugs. These graduate up to half a ton, which can be suspended on a screw hold in stock brick. It is stated that a great many English railway and public utilities, builders, contractors and electrical firms are using the plugs in large quantities with good success. The company plans to enter upon manufacture in America for this market and will shortly be establishing offices in Canada.

Electric Motor Milker

A small electric milking machine mounted on wheels so that it can be moved from cow to cow is being offered the trade by the Sharples Milker Co., Westchester, Pa., who claim that their new device requires no pipe line or installation, and comes from the factory ready for use.

The manufacturers describe their new Motor Milker as follows: An electric motor drives a slow-moving piston, which makes suction on the back stroke and compressed air on the forward stroke. This piston gives the slow pulsation of suction and pressure which milks the cow comfortably. Rubber tubes connect the pump to the milk pail and teat cups. No gas engine is necessary and most of the parts needed on pipe-line milkers are eliminated.

Cups with rubber linings fit over the cows' teats, and a gentle suction sucks the milk out. Then, intermittently, compressed air squeezes and massages the teats to keep them in condition. The milking is done almost as the calf does it, and the method is really more natural and calf-like than squeezing the teats by hand.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

PRICES on nearly all hardware commodities are very firm and there seems little possibility for lower quotations in the near future. The reverse of this situation is the case at present and the tendency is for still higher quotations. A sharp advance has been made on paris green prices, the new quotations being 10 cents per pound higher. Steel wool prices have also been marked up 12½ per cent. Higher prices have also been made on Dart unions, felt collar pads, building paper and felts, fruit slicers, polishing mops, whips, clocks, mirrors, sad iron handles, fence wire grips, beaver board, tapped and blank nuts, wrought washers, builders' hardware, iron wood screws, bolts, dry colors and 5-gallon containers.

The scarcity of supplies is proving very unsatisfactory to all concerned. Deliveries continue to come forward very slowly and in small quantities. This is chiefly attributed to the tie-up and congestion of freight as a result of strikes and other disturbances on the U.S.A. railroads, a condition which has also been responsible in a large measure for the great scarcity of coal and fuel and some industries are still tied up as a result.

Jobbers state that business has been seasonably good during the week, although the demand has slightly fallen off. Nearly all booking prices have been announced for fall delivery and fall orders are coming forward for good quantities.

Collections are coming satisfactory, although some state that money circulation is somewhat stiffer.

MONTREAL MARKETS

MONTREAL, July 8.—Changes are fewer in hardware jobbing circles, and in some respects it would seem that the peak has been reached on certain products. At the same time there are indications that demand will far exceed supply on a great many staple and special articles, and this will mean that the present basis on such goods will probably hold. At no time have so many factors had to be taken into consideration, such as transportation, raw material supplies, labor, etc., and nearly all of these are intricately involved. There seems to be a consensus of feeling that there will be no drastic readjustment of prices from the figures now obtaining.

Coal oil and gasoline, and all kinds lubricating oils, are very firm. In view of the recent advances for iron and steel some jobbers look for early advances on chain. Water pipe and boiler tubes are scarce and firm, with advances probable. Shoe threads are very firm and high in price. Dart unions are higher. One line of felt collar pads has advanced. Various building papers are higher in price. Fruit slicers are advanced again. Wire nails are firm and high, and wire products are all scarce and firm, with advances not unlikely in the near future. Enamelled ware prices are firm and the various lines in active demand. Wash tubs and pails are selling freely, but are not plentiful, owing to the shortage of sheets. Liquid veneer mops have advanced to $16 per dozen. Cutlery is firm and in demand. Old material is quiet and the undertone easier. Ingot metals have been erratic to some extent and there has been rather a free liquidation of stocks.

Country business has been excellent for a long time, June being reported as one of the most active months on record. City business is at present very satisfactory. There still is considerable shortage of seasonable goods.

All Oils Are Firm; Demands Heavy, Too

Montreal.

OILS, GASOLINE.—Demand for gasoline, auto oil and coal oil has continued heavy in recent weeks and the greatest problem has been that of securing delivery of adequate quantities. The undertone on all is very firm, and with the great scarcity of fuel oil there is no possibility of any but a firm, or even a higher market ruling.

Coal oil is selling at 29 to 31 cents per gallon, and motor grade gasoline at 38½c.

Snaths and Equipment Have Been Active Sellers

Montreal.

SCYTHES, SNATHS.—The present movement of scythes and snaths, mower files and scythe stones is very active. From many parts of the country the demand is especially heavy in view of the fact that recent rains have improved the hay crop prospects and it is fully expected that the demand for these products will continue for some time. The prices are holding firm.

Screen Doors; Windows Have Had Big Demand

Montreal.

SCREENS.—This has been an active season for window screens, screen doors, and other lines. The supplies are being somewhat broken, and certain sizes are

pretty well sold out by the jobbers. Prices have remained firm.

Will Chains Advance? Some Expect Increases

Montreal.

CHAIN.—The undertone on coil chain of all kinds is particularly strong and it would not be surprising if an advance is made in the basis at a very early date. There is a seasonably fair demand for this product, but in view of the fact that iron rods have recently advanced, it is logical to look for a firming of the chain market and some jobbers are looking for an early revision upwards.

Pipe Basis Is Firm With Demands Active

Montreal.

PIPE.—The demand for galvanized and black pipe is seasonably active and the difficulty expressed by jobbers is that of obtaining ample supply. Delivery of pipes above 2 inches diameter is said to be uncertain and erratic, and the condition may not be improved for some time. The undertone is a very strong one.

Shoe Thread Firm; May Advance More

Montreal.

SHOE THREAD.—The undertone is very strong on all kinds of twine and thread and shoe thread in particular is very firm. Present prices on Barbour's are as follows: No. 8, per pound $3.25; No. 10, $3.60; No. 12, $3.70; No. 15, $3.80; No. 20, $3.90. Acadia brand is selling at 5 cents a pound less than the above prices.

Special Fittings Are Marked Higher

Montreal.

UNIONS.—A revision has been made in the bases for Dart unions and these are now selling to the trade at 8 per cent. discount for black ¼ in. to 2 in., while for galvanized an advance of 20 per cent. is added. One-eighth inch, 2½ in. to 4 inches long inclusive, are list plus 5 per cent.

Advance Is Made on Line Collar Pads

Montreal.

COLLAR PADS.—One line of felt collar pads, namely that with strap and buckle, has been advanced, the price now being $12.25 per dozen. Other lines of these pads remain unchanged.

Advances Are Made For Building Papers

Montreal.

BUILDING PAPERS.—A very considerable advance has been manifest this week on various kinds of roofing material. Some of the following prices will be of interest to the hardware trade:

Heavy dry sheathing is now selling at $7.75 per 100 lbs. This advance is from $5.45; while heavy tarred has advanced from $5.60 to $7.75; Cyclone dry building paper is now $1.65 per roll and tarred $1.75; Joliette dry per roll $1.25,(tarred $1.40; Surprise sheathing roll $1.30; Sulphide sheathingin half to two lbs. quantities $9.00 per 100 lbs. and in less quantities $9.25. Rideau No. 2 dry is $1.25 and tarred $1.45.

Rosin sized has been discontinued.

Slicers Costing More; Price Per Dozen $36

Montreal.

SLICERS.—An advance has just been effected in Sterling slicers, which are now selling to the trade at $36.00 per dozen.

Some Say Nails to Hold at Present Basis

Montreal.

NAILS.—Wire nails are holding steadily firm at $6.10 per keg and many jobbers feel that while there is a much heavier demand than can be satisfied, advances of price in the near future will be looked for. From another quarter a suggestion was made that prices had not been maximum, eves though the basis at present is extremely high. With building conditions active in many parts of the country a heavy demand is likely to continue. Cut nails are selling still at $6.35 per keg.

Active and Firm Are Enamelled Ware Prices

Montreal.

ENAMELLED WARE.—There is an active demand for enamelled ware at the present time, in fact, the sales could be much larger if the stocks were available. Everything depends on the delivery of raw material from the mills and this is still much restricted. The basis is naturally very firm and will so continue.

Wash Tubs and Pails None Too Plentiful

Montreal.

TUBS AND PAILS.—There is an active demand for galvanized tubs and pails and the market conditions are very strong, with both commodities in active demand at firm prices.

Polish Mops Advance to $16.00 a Dozen

Montreal.

MOPS.—An advance has been made in the price of Liquid Veneer mops, these now selling to the retail trade at $16.00 per dozen. It will be recalled that a change was made in the price of polishes a while ago, but these are holding at the advances of a few weeks ago.

Cutlery Arrivals Are Reported as Better

Montreal.

CUTLERY.—Prices have been very firm on cutlery and these will perhaps hold firm. Arrivals from the Old Country have been improving to an extent, however, and there is hope that this bettering of conditions on delivery will be permanent. Some orders placed last fall have been delivered to jobbers here already, Hardware and Metal is informed. Pocket knives, table and dessert knives, etc.. have been very acceptable to the trade, and distribution is readily effected.

Steel Sheets Hold at Record Prices

Montreal.

SHEETS AND PLATES.—While there has been a slight improvement in the delivery of sheets, this is hardly noticeable, so great and excessive are the demands of the trade. One manufacturer stated to Hardware and Metal a few days ago that there had been some improvement in delivery to them. So far beh'nd are deliveries generally, however, that there may be little extensive relief in a big way for some months. The basis continues nominal, with demands quite active.

BLACK SHEETS—	
10 gauge	9 00
12 gauge	9 05
14 gauge	9 10
16 gauge	9 35
18-20 gauge	9 40
22-24 gauge	9 45
26 gauge	9 50
28 gauge	9 50
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	12 50
28 gauge	12 10
26 gauge	10 75
22 and 24 gauge	11 55
20 gauge	11 55
16 gauge	10 25
18 gauge	11 55
English Standard—	
26 gauge	12 50
28 gauge	12 25
24 gauge	11 65
22 gauge	11 30
18 and 20 gauge	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Cordage Prices Steady; Has Good Movement

Montreal.

ROPE AND CORDAGE.—Prices have remained steady and unchanged on all lines of rope and cordage. The movement is fairly active, season considered, and the manufacturers have had quite considerable sale for their product for some time past.

Pure manila basis is still 35½c, British manila 28c, and sisal 22½c per lb.

Quietness Surrounds Lead Products Line

Montreal.

LEAD PRODUCTS.—Prices have held without change on lead pipe, sheet lead and solder. The undertone is tending somewhat softer, but it is to be expected that raw products will have to change materially before there is a marked change in the manufactured products. Labor still is a big factor in production cost, and this is still on a high basis.

Lead pipe, per 100 lbs.	17 00
Lead waste, per 100 lbs.	18 00
Note.—Lead pipe is subject to a discount of 10%.	
Lead traps and bends	List plus 30%
Lead wool, lb.	0 16
Lead sheets, 2½ lbs.	0 14

Lead sheets, 3 to 3½ lbs, sq. ft., lb	0 13¼
Do., 4 to 8 lbs., sq. ft.	0 13

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 42
Solder, strictly, lb.	0 40½
Solder, strictly, commercial	0 37½
Solder, wiping, lb.	0 36
Solder wire (8 gauge)—	
40-60	0 39¼
40-55	0 42½
50-50	0 45¼
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Steady, Firm Prices For Iron and Steel

Montreal.

IRON AND STEEL.—Prices rule steadily firm, the mills being taxed to capacity in turning out bars. Of some sizes it is still difficult to get adequate delivery, although there is no serious complaint on this score. The tendencies are steadily strong, and little indication is apparent of a lowering of prices.

IRON AND STEEL

Iron finish machinery steel		$5 05
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		5 00
Tire steel		5 20
Toe calk steel, per 100 lbs.		5 90
Band steel......................		5 00
Harrow tooth steel		5 15
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.........		0 24½
Black diamond cast steel, per lb.........		0 24½
Common bar iron, per 100 lbs............		4 65
Refined iron, per 100 lbs...............		5 65
Mild steel		5 00

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Old Materials Have Weaker Price Tendency

Montreal.

OLD MATERIAL.—Prices are remaining unchanged, but the undertone is easy on most old materials. The tendencies have not been favorable. Manufacturers, beset on this hand and that with fuel and labor difficulties, have not been in the market for considerable quantities of old scrap and the undertone has therefore been easier. The list has held without definite change, however, for some few weeks. If industrial activity increases there will be a better usdertone to the market; otherwise prices will decline furthr.

Dealers' Buying Prices.

Automobile tires	0 02½	0 03
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	0 07	0 08
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	....	22 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	27 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00

Ingots Are Erratic But Prospects Better

Montreal.

INGOT METALS.—Prices have been somewhat erratic on various ingots, including tin, lead and copped. The situation has been one of extensive liquidation by large holders and this means that the markets have been erratic, as stated.

TIN.—London cables again reveal an unsettled situation but this is expected to wear itself out soon. Local movement has been heavier. Price this week 58c.

COPPER.—Casting is selling at 23½c per lb., and electrolytic at 24c. It is on a firmer basis this week at New York.

LEAD.—Somewhat erratic. Spain is not producing heavily, however, and importers feel that this will have the effect, in the long run. under such heavy demands as now exist, of holding prices rather steady. Price 10c.

SPELTER.—This, too, has been unsettled during the week. Tone is now somewhat better and prices here are 10 3-4c.

ANTIMONY.—An improvement is manifest and liquidation has, of late, been heavy. The basis holds at 11c per lb.

ALUMINUM.—Quantities in demand are limited and the movement is restricted. Prices are ranging from 35 to 38c per lb.

Binder Twine Moves; Cordage Sales Fair

Montreal.

BINDER TWINE.—This is now moving out to the trade actively, and there has been much shipment of booked orders. Prices are firm at the announced basis of several weeks ago.

TORONTO MARKETS

TORONTO, July 8.—Price changes are not so numerous this week, although quotations are very firm and the tendency is still for higher prices. An advance of 12½% has been made on steel wool prices. Dominion ammunition discount is adjusted to 37½% in place of a former 30/10%. Prices on whips have been marked up about 10%. Building papers have also come up for higher revised prices.

Wire nails are very scarce and jobbers are concerned for future deliveries. Oiled and annealed wire, also No. 9 wire, is very hard to procure and stocks generally are said to be very light, a situation which has been gradually aggravated by the scarcity of coal and other fuel, due to the recent tie-up on the United States railroads.

Jobbers state their stocks are still very light and replacements are coming very slowly, and if some relief is not soon offered the situation there may be a famine on some lines.

Summer goods have been moving very satisfactorily, and refrigerators, cream freezers, door screens, electric fans, etc., have had a very brisk turnover. Fall booking orders are beginning to come forward for lanterns, snow and furnace shovels, ammunition and other fall and winter lines. Collections are coming fairly well, although money seems somewhat tighter.

Advance of 12½% Made on Steel Wool Prices

Toronto.

STEEL WOOL.—New and higher revised prices have again been made in steel wool, and the latest prices will approximate an advance of 12½ cents over former quotations. This latest advance is attributed to the higher cost of material as well as labor, handling, and other factors.

Dominion Ammunition Quoted at 37½% Off

Toronto.

AMMUNITION.—The recent discount on metallic loaded shells of the Dominion make which has recently been quoted at a discount of 30 per cent. and 10 per cent. off the list has been changed to read Dominion list less a discount of 37½ per cent.

Wrought Pipe Stocks Light; Prices Very Firm

Toronto.

WROUGHT PIPE.—Pipe manufacturers state that they have difficulty in supplying the trade with certain sizes of pipe. The scarcity of skelp and the fact that some skelp mills have closed down, coupled with the present great shortage of coal and fuel, has been a great detriment to manufacturers of this commodity, they state. The trade transportation difficulties have also been big factors in curtailing supplies and this in connection with the heavy demand is putting considerable strain on the manufacturer of this commodity.

Although no change in price is immediately looked for, the present quotations are very firm and are quoted as per current quotation pages.

O. and A. Wire, Also No. 9, Continue Scarce

Toronto.

WIRE.—Wire of nearly all kinds is still hard to procure and manufacturers state they have been unable to catch up with their orders. This, the jobbers state, is reflected in the stocks and they are unable to supply all their dealers as a result; especially is this true of the oiled and annealed and the number 9 galvanized wire.

Sheet Mica Beginning to Move; May be Higher

Toronto.

SHEET MICA.—Orders for sheet mica are already beginning to move for fall business and jobbers are of the opinion that the very firm quotations at present current may not hold and that they would not be surprised to see higher prices made before the heavy seasonable fall buying movement sets in.

Whip Prices Have Advanced About 10%

Toronto.

WHIPS.—An advance of approximately 10 per cent. on nearly all lines of whips has been made, which manufacturers state is due to the advanced cost of cotton varnish, cane and other materials, as well as the higher cost of labor for manufacturing this commodity.

The demand for whips has been very heavy and manufacturers have had considerable difficulty in keeping up with the supply. This also may be a factor for the higher prices.

Poultry Netting Still A Seller; Stocks Light

Toronto.

POULTRY NETTING.—It is the general belief that the heavy buying season for poultry netting is practically over. However, jobbers state there is still a heavy demand for some sizes. This, however, they state, may be due to the past slow delivery and that part of the present demand is caused by those not having received their full amount of stocks ordered. The Canadian two-inch mesh is still quoted at net list, while the one-inch mesh continues to sell at an additional 5 per cent. added to the list. These prices are very firm, although no change is immediately looked for.

Scarcity for Wire Nails Showing No Relief

Toronto.

WIRE NAILS.—A heavy demand is being made on jobbers and manufacturers for all kinds of wire nails and jobbers are in a quandary as to how to overcome the situation, as they state their stocks are very low and no shipments are coming forward. It may be that the numerous United States buyers that have come in this market for wire nails have greatly increased demand, while on the other hand manufacturers state they have been faced with the difficulty of securing material, as well as the fuel and coal famine which has resulted from the recent tie-up on the United States railroads.

It is hard to state what the future will show for better delivery of nails, but many are not looking for much improvement for some time to come, owing to the present unsatisfactory conditions which have to be faced.

Building Papers and Felts Again Advance

Toronto.

BUILDING PAPERS.—New and higher prices have again been made on many lines of building papers, which is said to be in line with advances which have been made in nearly all other kinds of papers. Felts have also been revised **upwards** and new and higher prices are now in effect. Some of the new quotations are as follows:

BUILDING PAPERS

	Per roll
Cyclone brand, dry	$1 65
Cyclone brand, tarred	1 75
Joliette brand, dry	1 25
Joliette brand, tarred	1 30
"Anchor" brand dry sheathing, No. 1	1 65
"Anchor" brand dry sheathing, No. 2	1.25
Heavy tarred straw sheathing	7 75
"Stag" brand sheathing (Surprise)	1 80
Empress dry sheathing	1 85
Heavy dry straw sheathing	7 75
"Anchor" brand tarred sheathing, No. 1	1 75
"Anchor" brand tarred sheathing, No. 2	1 45
	Cwt.
"Spruce" sheathing, 36 in. and 72 in.	$10 50

All prices are F.O.B. Montreal and Toronto.

Iron and Steel Bars Show Fair Stocks

Toronto.

IRON AND STEEL BARS.—The demand for iron and steel bars of nearly all kinds continues to be a very satisfactory one and all in the trade are very well satisfied with the amount of business being handled. Jobbers state they have fair stocks on hand and while there are some sizes they have difficulty in securing, they state on an average that their stocks are fairly heavy, and in many cases are quite adequate to carry them over till further shipments are received from the mills. However, whether there will be a shortage on account of the loss of production the mills have suffered owing to shortage of coal and strikes and other reasons remains to be seen. Some are of the opinion that the mills will catch up sufficiently to overcome any situation that may arise. The following are the present quotations:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 95
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Lead and Zinc Products Show Little Change

Toronto.

LEAD AND ZINC PRODUCTS.—Due to the fluctuation of the basic metals nearly all products on the list are quoted from a weaker basis this week, and while the price is showing a downward tendency no change has been made in the quotations.

There continues to be a fairly heavy demand for lead pipe and lead waste pipe, and lead traps and bands are also moving freely. Solders of nearly all kinds are going out steadily and jobbers state they are very well satisfied with the amount of business being handled.

The following are the present quotations:

Lead pipe, list, per lb.	0 17
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 43
Solder, strictly, lb.	0 35
Solder, commercial, lb.	0 33
Solder, guaranteed, lb.	0 39
Solder, wiping, lb.	0 33
Lead waste pipe, list, per lb.	0 18
Zinc sheets, per lb.	0 19

Prices on Disston Saws Higher, Due to Sales Tax

Toronto.

SAWS.—The addition of the sales tax has increased the cost of Disston saws to the dealer. However, the manufacturers state that no advance in price of Disston saws and tools has been made since January 19th, 1920, and recent quotations should have indicated that the new quotations were on account of the sales tax.

Waste Materials Show Weaker; Stove Plate Firm

Toronto.

WASTE MATERIALS.—The tendency is still for lower prices on nearly all lines of waste materials and business is said to be very dull. Number 1 machinery has taken a considerable drop this week and is now quoted at $33 per ton. Automobile tires have also dropped ½ cent a lb. and are now quoted at 2½ cents per lb. Scrap zinc is ½ cent lower and is now quoted at 6 cents per lb. Dealers state the future outlook for nearly all kinds of scrap and waste material is very dull and they are looking for still lower prices in the near future.

Stove plate, however, shows a reversed situation and is very scarce and hard to procure and is still being quoted at a high firm figure of $32 per ton. The following are the present quotations:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 08
Scrap zinc	0 06
Heavy copper	0 17
No. 1 machinery cast	33 00
Heavy melting steel	15 00
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 02½
Heavy lead pipe	0 05¾
Tea lead	0 03

Some Shipments Sheets Coming, Still Scarce

Toronto.

SHEETS AND PLATES. — Although some have been fortunate enough to secure light supplies of sheets and plates, the markets are said to be practically bare of supplies as shipments that have come forward are not adequate to relieve the great famine which has prevailed for some time back, it is stated.

Shipments of freight continue to be very tardy; especially is this true of some sections on the United States railroads. Some have it that the supply of freight cars for local deliveries has become more or less limited and the situation has become fairly tight, and some have found it necessary to wait several days before securing their required number.

The demand for sheets, if anything, is greater than ever and in some cases manufacturers have had to slow up in their production on account of the lack of material.

The following quotations are published here merely as a guide, and while these prices are fairly standard many are charging premiums on account of having to go into the local markets or where they have been fortunate enough to secure their shipments from the mills for which they have been required to pay premiums:

BLACK SHEETS

14 gauge	....	$8 95
16 gauge	....	9 00
18-20 gauge	....	9 45
22-24 gauge	....	9 50
26 gauge	....	9 55
28 gauge	....	9 65
3-16 inch plate	....	9 75
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$11 50	$12 00	$12 25
U.S. 28	11 45	11 70	11 45	11 85
U.S. 26	11 15	11 40	11 15	11 55
22 and 24	11 00	11 25	11 00	11 40
18 and 20	10 70	10 95	10 70	11 10
16	10 70	10 95	10 70	11 10
12 and 14	10 55	10 20	10 55	10 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Boiler Tube Deliveries Tardy; Some Scarcity

Toronto.

BOILER TUBES.—Some scarcity is being felt for boiler tubes. Especially is this so of some sizes, and while it is true some jobbers have fairly heavy stocks there are some who state their stocks are becoming very low and who have considerable difficulty in replacing certain sizes.

This situation is attributed to a shortage of skelp, which in turn has very seriously affected the manufacture of this commodity. The tie-up of the freight transportation has also been a factor, it is stated, and supplies have been moving very slowly from their sources. The following are the present quotations on boiler tubes:

BOILER TUBES—	Seamless	Lapweld
1 inch	$23 00	.....
1¼ inch	32 00	.....
1½ inch	33 00	.....
1¾ inch	35 00	30 00
2 inch	34 00	30 00
2¼ inch	38 00	33 00
2½ inch	47 00	37 00
3 inch	53 00	47 00
3¼ inch	.....	54 00
3½ inch	70 00	49 50
4 inch	98 00	64 00

Corrugated Sheets Scarce; Situation Not Improved

Toronto.

CORRUGATED SHEETS. — Shipments of raw material are still very tardy and manufacturers state that there is very little improvement shown in the situation regarding the manufacture of corrugated sheets, and many directly concerned seem very anxious for the future.

Manufacturers state the demand is a very good one and that a heavy percentage of this is for orders which should have been delivered several months previously, but owing to the conditions which have prevailed for the past few months these orders have not been filled.

The recent tie-up on the United States railroads has caused great inconvenience to many and manufacturers state the reaction is still being felt and they are having difficulty in securing cars to transport their material, and in some cases this has been reflected on local freight deliveries, and the past few days has shown a decided tightening up on the available freight car supply.

Owing to the great difficulty in securing supplies, as well as premiums that have to be paid in order to secure immediate delivery, many are charging premiums over the prices shown herewith, although these prices generally are acceded to be the booking or standard prices. However, manufacturers state it is often necessary for them to go into the local markets and pick up materials in small quantities in order to fill their orders, and they are often required to pay premiums for these pick-ups. The following are the present quotations:

	Per 100 square feet	
Corrugated Sheets—	Gal'zd.	Painted
No. 28 gauge	$10.50	$ 8.50
No. 26 gauge	11.25	9.75
No. 24 gauge	16.75	12.00
No. 22 gauge	19.75	15.00
No. 20 gauge	23.50	19.25
No. 18 gauge	30.00	23.75

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equallized on Montreal.

Discount, 7½%.

Tin Prices Down ½c; Copper Much Stronger

Toronto.

INGOT METALS. — With the exception of tin most ingots shown on the following list are rather firm; tin, however, has declined ½ cent per lb. Lead remains unchanged, although stocks are rather light. Copper has a considerably stronger tone and spelter is very firm.

TIN.—A weaker price has again been made in tin this week, the quotation having declined ½ cent per lb., making a new price of 59½ cents per lb.

COPPER. — Although no change has been made in the price of copper, the market has a much stronger tone and the tendency is again upwards. The present price is unchanged and is quoted at 24 cents per lb.

SPELTER.—The present quotation of 10½ cents per lb. on spelter is very firm, although no change has been made this week. The demand is fair, while stocks are none too heavy.

LEAD.—Stocks continue to be rather light, although the situation regarding price shows no change, 10½ cents per lb. still being the quotation.

ANTIMONY.—A quiet period is prevalent for antimony and stocks continue light. The present quotation is from 12½ cents to 15½ cents per lb.

ALUMINUM.—Practically no change is shown on aluminum; the price is also stationary, still being quoted at 37 cents per lb.

LONDON MARKETS

LONDON, July 8.—Higher prices have again been made on important hardware lines and the tendency throughout is for higher quotations. McClosky wire stretchers have been marked up. Alarm clocks are also higher, mirrors with white frame, and Mrs. Potts iron handles all have higher quotations. Poultry netting supplies are still light. Wire nails are very scarce and few shipments are coming forward. This situation also applies to O. and A. and other fence wire.

Business continues excellent. Summer lines are still in big demand, and are moving out freely. Harvest tools, lawn hose and fittings, black wire cloth, rope, etc., are all enjoying a good buying movement.

Jobbers are much concerned for deliveries of many hardware commodities and state their warehouse stocks are becoming very low.

Collections continue good.

McClosky Wire Grips Cost Dealers $1 Each

London, Ont.

WIRE GRIPS.—New and higher revisions have been made on the prices of McClosky fence wire grips and the new price is being quoted at $1 each.

This is said to be due to the situation which has developed in regard to nearly all iron and steel products; and the ten-

dency for nearly all lines made of these materials seems to be for continued higher prices.

Mrs. Potts' Iron Handles Now Cost $2.10 Per Doz.

London, Ont.

IRON HANDLES.—New higher revised prices have again been made on iron handles of the Mrs. Potts pattern and the japanned are now quoted at a new price of $2.10 per doz.

Common White Frame Mirrors Have Advanced

London, Ont.

MIRRORS. — The scarcity and high price of glass, as well as the advanced cost of lumber and other materials, are said to be the cause for higher prices on mirrors. Higher labor costs are also said to be a factor for higher prices. The new higher quotations on the common white frame are as follows:

Mirrors, with common white frames—6 x 9 in., $5.25 doz.; 7 x 9 in., $5.75; 8 x 10 in., $6.75; 9 x 12 in., $8.50; 10 x 14, $10.25.

Lookout Alarm Clocks Marked Up to $2.35 Each

London, Ont.

CLOCKS.—Further revision has been made in alarm clocks, and needless to say the new prices are considerably higher than the former quotations. The Sleepmeter is now quoted at $2.50 each and the Lookout at $2.35 each.

Wire Nails Scarce; Quoted at $6 Base

London, Ont.

NAILS.—Very little improvement has been shown in the situation regarding wire nails, and jobbers state their stocks are still very light. The recent tie-up on the railroads has been the cause of a great shortage of coal and other fuel and as a result some mills have had to close down while other mills have been seriously handicapped. This, on top of the already adverse conditions faced by the manufacturers, may be the means of greatly delaying any early relief that was being looked forward to.

The quotations on nails are very firm, although no change has been made in the price. The wire is being quoted at $6 base and the cut at $7.50 base.

Rope Prices Steady; Remain Unchanged

London, Ont.

ROPE.—A fair demand is being made for all kinds of rope and in some localities a heavy demand is being made for hay and harvest rope of all kinds for harvest needs. The present quotations are fairly steady and while no lower prices are immediately looked for, many would not be surprised to hear of lower quotations in the near future. However, whether this will be the case remains to be seen as there are a great many factors bearing on the situation. The pure manila is still being quoted at 35½ cents per lb. base, while the Beaver manila and New Zealand hemp is quoted at 28 cents per lb. base. The sisal is still quoted at 22½ cents per lb. base.

Fly Destroyer Has Big Demand at Present

London, Ont.

FLY OIL. — The recent changeable weather, raining one day and very hot and bright the next, has been very favorable to swarming flies and other insects, and as a result has created and stimulated a very great demand for fly oil, and jobbers state they are having a big sale of this line at present. The Dr. Williams is quoted at 1 gal. size, $12 per doz., and the half gal. size, $8 per doz. The Crenoid one-gal. sizes are quoted at $11 per doz., and the half-gal. sizes are quoted at $7.75 per doz.

Lawn Mower Sales Show Slackening Off

London, Ont.

LAWN MOWERS.—Some state their stocks of lawn mowers are becoming rather light, although it is believed that the demand for lawn mowers has considerably slackened with the hot weather. Fair orders are still going out. The Daisy, Star, Woodyatt and Empress are still being quoted at 25 per cent. discount off the list.

Hay Forks and Field Hoes Are in Heavy Demand

London, Ont.

HARVEST TOOLS.—A very heavy demand is being made for nearly all kinds of harvest tools and jobbers state they are very well satisfied with the volume being handled.

Hay forks and field hoes are moving especially brisk and the demand for these lines is seasonably heavy. The present price remains firm and no change has been made, the quotation still being quoted at 50 per cent. and 10 per cent. off the list.

Black Wire Cloth Prices Firm at $3.64 Per 100 Ft.

London, Ont.

WIRE CLOTH.—The demand for wire cloth continues to be very satisfactory one and good volumes are still moving, some are of the opinion that owing to higher prices being charged for screen doors and windows that many are making their own screen windows or repairing their last year's doors, etc. This is attributed to the extra heavy demand which has prevailed throughout the season. The price remains very firm, although no change has been made. The painted black continues to be quoted at $3.60 per hundred square feet and the galvanized at $4.75 per hundred square feet.

Poultry Netting Stocks Still Continue Light

London, Ont.

POULTRY NETTING.—The stocks of poultry netting continue to be very light and jobbers state they are daily having more difficulty in securing supplies. Some are entirely sold out of some sizes and the stock is limited to several of the remaining sizes. Manufacturers extend little hope for immediate delivery, especially since the recent tie-up on the railroads which has caused such a shortage of coal and fuel, which in turn has resulted in a serious handicap for some of the mills. In some cases they have been forced to close down.

The present quotations are very firm, although no change has been made. The Canadian 2-inch mesh is still quoted at net list and the 1-inch mesh is quoted at an additional 5 per cent. to the list.

Cold Water Paints Moving Out Freely

London, Ont.

COLD WATER PAINTS. — Despite the shortage of whiting a good volume of business has been handled on cold water paints of nearly all kinds and the demand continues to be very satisfactory. Manufacturers are very optimistic for the future and are of the opinion that business will continue good for this commodity for some time to come. The present quotation on Alabastine is: 5 lb. packages 48 cents each and the 2½ lb. packages 25¼ cents each. The Decotint and Coralite in 5-lb. packages $9.50 per hundred lbs. The Frecota, $7.80 per hundred lbs., and the Perfecto, $7.50 per hundred lbs., while the Muresco is still quoted at $9.50 per hundred lbs.

Paris Green Blowers Sell at $10.50 Per Doz.

London, Ont.

BLOWERS.—The present demand for dry Paris Green blowers is very satisfactory and is in line with the satisfactory sales which are being made for Paris Green. The number 108 dry Paris Green blower is quoted at $10.50 per doz.

Many Lines of Paris Green Sprayers Moving

London, Ont.

SPRAYERS are also having a very good demand, the changeable weather during the past few days has been very favorable to the growth of bugs and other insects and has created and stimulated a very heavy demand for Paris Green and appliances of all kinds for using. Some of the better known lines are quoted as follows:

Sprayers—Tin Wall, $6.00 doz.; Glass jar, $9.00 doz.

Compressed Air—Sturdy Galv'd, $6.15 each; Eureka, No. 110, Galv'd, $7.00 each; Eureka, No. 111, Brass, $9.50 each.

Rubber Hose Sales Continue Heavy

London, Ont.

RUBBER HOSE.—A satisfactory demand has been current for rubber garden hose of nearly all kinds and nearly all in the trade are very well satisfied with amount of business being handled. Manufacturers state there is a ten-

dency towards scarcity and if the present demand keeps up some sizes may be hard to procure. The following are some of the present quotations on some of the better known lines:

3 ply x ½ in., 14½c ft.; ⅝ in., 17c ft.; ¾ in., 19c ft. 4 ply x ½ in., 16c ft.; ⅝ in., 19½c ft.; ¾ in., 21c ft. 5 ply x ½ in., 18c ft.; ⅝ in., 21c ft.; ¾ in., 23c ft. Corrugated, ½ in., 23c ft.; ⅝ in., 26c ft.; ¾ in., 29c ft.

Corrugated in 500 ft. reels, list less 5% discount.

Hose Nozzle Sales Heavy; Jobbers' Stocks Light

London, Ont.

HOSE NOZZLES.—In line with a big demand for garden hose of nearly all kinds the sales of nozzles are very satisfactory, although jobbers state they have great difficulty in supplying the demand owing to the shortage and difficulty of securing their supplies from the manufacturer; the Canadian Gem is quoted at $9 per doz. and the Genuine Gem is quoted at $13 per doz.

Linseed Oil Prices Marked Down 13c Gal.

London, Ont.

LINSEED OIL.—Although the stocks of linseed oil are still rather light, crushers state that more seed is coming to hand and that the great scarcity which prevailed previously has practically been relieved.

This week a lower price of 13 cents per gal. has been made and the tendency is for still lower quotations. The demand is said to be a very heavy one and notwithstanding the fact that the tendency is for lower quotations in the near future there are a great many buyers daily in the market for supplies for immediate shipment. The following are the present quotations:

Linseed Oil—	Raw Gal.	Boiled Gal.
1 to 2 barrels	$2 37	$2 40
3 to 5 barrels	2 36	2 39
6 to 9 barrels	2 34	2 37

Less barrels add 15c gal.

Turpentine Prices Drop 15c Per Gallon

London, Ont.

TURPENTINE.—A very good demand is being made for turpentine and notwithstanding the tendency for lower prices many are buying in fairly heavy quantities for immediate delivery. This is believed to be a result of the recent famine which prevailed and in many cases the stocks have become so low that dealers are forced to replenish even at the higher prices.

Decline of 15 cents a gal. has been made this week and according to reports from the South the tendency is still for lower prices. The following are the present new lower quotations:

Turpentine	Imp. Gal.
1 barrel lots	$3 10
2 to 4 barrel lots	3 09
5 gallons	3 25

Summer Putty Sales Continue Satisfactory

London, Ont.

PUTTY.—A very heavy seasonable demand is being made for putty and jobbers and manufacturers state they are well satisfied with the business that is being offered for this season of the year. The scarcity of English whiting has not altogether been overcome, although it is believed that some fair shipments have come to hand recently. Many are in hopes that larger quantities of this grade of whiting will come forward so that manufacturers will be able to catch up with their orders before the heavy demand which is expected in the fall season.

The present quotations are very firm, although unchanged, and are as follows:

Standard 100-lb. drums, per 100 lbs., $8.30; 25-lb. drums, $8.55. Pure 100-lb. drums, $10.80; 25-lb. drums, $11.05.

White Lead in Oil Has Heavy Demand

London, Ont.

WHITE LEAD IN OIL. — A very heavy demand is being made for white lead in oil and good volumes are going out to the trade. Jobbers state that the demand is so heavy and persistent that at times they find difficulty in securing prompt deliveries, and some state they have had to wait several days before they could get supplies that otherwise should reach them immediately. There seems to be a very heavy export demand for white lead in oil. England has been in the market as a larger buyer, a situation which is believed to be due to the climatic conditions whereby it is necessary to paint all buildings as a preservative, and due to the great war activities this work had fallen greatly behind. Now that all are settling back to peace conditions property owners there are busily engaged in putting their property in a good state of repair, it is stated.

The present quotation is firm, although no change has been made. The pure in ton lots is being quoted at $20.45 per hundred lbs. and in less than ton lots $20.80 per hundred lbs. The Elephant brand is quoted at $20.95 per hundred lbs. in ton lots and $21.30 per hundred lbs. in less than ton lots.

German Iron and Steel Prices to Drop

Berlin.—German iron and steel prices will probably be again reduced on August 1, as a meeting of the Iron Association is called at Dusseldorf for the twenty-fifth to consider a new schedule. In view of the lower cost of imported ore and lack of orders, and with extensive price-cutting by individual producers, interested circles expect that a majority will be found for a new reduction.

The industry is concerned, however, over the possibility of increased freight rates, the Railway Tariff Commission having attacked the problem of upward revision of iron and steel freight schedules to relieve the greatly-increased deficit of the state railways.

The League of German Industry strongly protested against the commission's action.

Glass Stocks Coming Better; Price Unchanged

London, Ont.

GLASS.—Stocks of window glass are said to be light, although the scarcity which has prevailed for some time past has been slightly relieved, and while it is true that very little glass has been coming from the United States factories, the shipments from Belgium have been very favorable, and many express great satisfaction over the timely arrival of this Belgian glass, which came at a time when the outlook for future deliveries for orders in preparation for the heavy demand in the fall season looked very dull.

The price on glass is very firm, although unchanged, and the single and double diamond continues to be quoted at 15 per cent. off the list, while the cut lights are quoted at 40 per cent. off the list.

Further Advance on Felt and Building Paper

London, Ont.

BUILDING PAPERS.—Further revisions have been made on the price of building paper of many kinds, and in line with the changes being made in other kindred commodities are of an upward nature. The following are some of the new quotations:

	Per roll
Cyclone brand, dry	$1 65
Cyclone brand, tarred	1 75
Joliette brand, dry	1 25
Joliette brand, tarred	1 30
"Anchor" brand dry sheathing, No. 1	1 65
"Anchor" brand dry sheathing, No. 2	1 25
Heavy tarred straw sheathing	7 75
"Stag" brand sheathing (Surprise)	1 30
Empress dry sheathing	1 85
Heavy dry straw sheathing	7 75
"Anchor" brand tarred sheathing, No. 1	1 75
"Anchor" brand tarred sheathing, No. 2	1 45
	Cwt.
"Spruce" sheathing, 36 in. and 72 in.	$10 50

All prices are F.O.B. Montreal and Toronto.

Paris Green Prices Advance 10c Per Lb.

London, Ont.

PARIS GREEN.—A heavy advance has been made on Paris green prices, the new quotations being about 10 cents per pound higher. The manufacturers state that a heavier demand has been made than they had stocks to meet, and as a result were forced to buy materials on a higher market. The following are the present quotations:

PARIS GREEN—	Per lb.
Petroleum barrels	0 62
Arsenic kegs	0 62½
50 and 100-lb. drums	0 62
25-lb. drums	0 64
1-lb. papers	0 66
1-lb. tins	0 [illegible]
½-lb. papers	[illegible]
½-lb. tins	0 70

WINNIPEG MARKETS

WINNIPEG, July 8—Higher prices have again been made on many important hardware commodities. Lumbering tools have sharply advanced and peavies, cant hooks, pickaroons, pike poles and skidding tongs, etc., have higher quotations as a result. Beaver board has also been marked up. Bolts, nuts and washers, wood screws, door and cupboard locks are all on the list of higher price changes.

Heavy lines of hardware are still very slow in delivery. The tendency is that until conditions have bettered themselves all lines of heavy hardware will be difficult to procure. Light hardware seems to be coming through more readily, due to the fact that some of the manufacturers are catching up with their booked orders and with this in view dealers can look forward to better deliveries on staple articles. Business is reported very good all through the West, due to the condition of the crops, which are reported to be the best since 1915.

Jobbers state that collections have stiffened up considerably and have recently become slow, a situation which is partly attributed to the banks tightening up with credits and the heavy stock the retail dealer is carrying.

Linseed Oil Situation Shows No Improvement

Winnipeg.

LINSEED OIL.—The demand for linseed oil continues to be a heavy one, and stocks continue to be fairly light for this season of the year, a situation which is said to be mainly due to the shortage of No. 1 flax seed.

The present quotations seem rather firm, although the tendency is downward and lower quotations are being looked for in the near future.

The present quotations are as follows:

Raw Oil in barrels, gal.	2 75
Boiled Oil in barrels, gal.	2 78

Less than barrels, 10c additional per gallon.
5 gal. containers, $1.00 each.

Beaver Board Prices Advance $3.50 M Feet

Winnipeg.

BEAVER BOARD.—A stiff advance has recently been made on beaver board, the new quotation being approximately $3.50 per 1,000 feet over former quotations. The new price is quoted $54 per 1,000 feet and in 5,000 feet lots the price has been marked up to $53 per 100 feet.

An Advance of 50c Cwt. Has Been Made on Nuts

Winnipeg.

NUTS.—In line with other advances in iron and steel products, nuts have also come up for a further revision of price, and new and higher quotations are the result.

Some of the new quotations are as follows:

Nuts advance 50 cents on list.

Square in small lots, blank	5 25
Square in small lots, tapped	5 75
Hexagon in small lots, blank	5 50
Hexagon in small lots, tapped	6 00

Case lots, all styles, 1c lb. less.

Wrought Washers Have Advanced About 10%

Winnipeg.

WROUGHT WASHERS.—A further lowering of the discount on wrought washers has again advanced the price approximately 10 per cent. This latest advance is said to be due to the situation which has developed in iron and steel as well as the recent freight embargo which so seriously tied up deliveries of fuel and raw materials.

The following are the new quotations:

WROUGHT WASHERS

	Case lots	Less
3-16 inch	$22 00	$22 50
¼ inch	19 30	19 80
5-16 inch	18 10	18 60
⅜ inch	16 75	17 25
7-16 inch	15 70	16 20
½ inch	15 10	15 60
9-16 inch	14 95	15 45
⅝ inch	14 80	15 30
¾ inch	14 65	15 15
⅞ inch	14 50	15 00
1 inch	14 50	15 00
1⅛ inch	14 50	15 00
1¼ inch	14 80	15 30
1⅜ inch	14 80	15 30

Sporting, Garden, Paint Supplies Move Freely

Winnipeg.

SEASONABLE HARDWARE.—There has been a heavy persistent demand for nearly all lines of summer goods, sporting goods of many kinds, and particularly baseball and tennis lines, have been moving very freely and some have difficulty in securing sufficient supplies. Garden tools of many kinds are also in good demand. Brushes and brush accessories, paints, oils, varnishes and many general household requirements are all moving very freely.

Higher Revised Prices on Builders' Hardware

Winnipeg.

BUILDERS' HARDWARE.—Practically all lines of interior builders' finishing hardware have been advanced in price. Conditions do not seem to improve, and it is a fact that the reverse seems to be the case and the tendency is for further higher prices. Some of the better informed claim the present quotations show no signs of improvement for some time to come due to the manufacturing conditions which at present exist.

The recent advance is general and includes drawer locks, cupboard locks and inside sets, etc.

Flat Head Iron Wood Screws 62½% Off List

Winnipeg.

WOOD SCREWS.—Another basic hardware commodity affected by recent higher price advances is bright iron flat and round head wood screws. The reason given for this latest higher revision is the shortage of raw material, coupled with the scarcity of fuel as well as the advancing cost of manufacture.

The following lower discounts are now in effect: Bright iron flat head screws, 62½ per cent. discount from the list; bright iron round head wood screws, 60 per cent. discount from the list.

Higher Revised Prices Again Made on Bolts

Winnipeg.

BOLTS AND NUTS.—Following advances made on many other important basic hardware commodities manufactured from iron or steel, a revision has again been made on bolts and nuts and higher quotations are current as a result.

Some of the new quotations affecting the better known styles and sizes are as follows:

BOLTS AND NUTS

Carriage, ⅜ and smaller up to 6 inches, 10% advance on list.
Do., over 6 inches, 20% advance on list.
Do., 7-16 and larger, 20% advance on list.
Machine, ⅜ and smaller up to 4 inches, net list.
Do., over 4 inches, 20% advance on list.
Do., 7-16 and larger, 20% advance on list.
Plow, 10% advance on list.
Sleigh Shoe, 20% advance on list.

Prepared Paint Prices Firm and Unchanged

Winnipeg.

PREPARED PAINT.—In spite of the higher prices being charged for paint this season in comparison with those of last, paint manufacturers state that business has been exceptionally good this season and so far a record season has been experienced by a large majority of dealers.

There seems little probability that changes in prices will be made, and manufacturers point out that the recent price changes were made when linseed oil, turpentine and other ingredients were much lower, and notwithstanding the tendency for lower prices of turpentine and linseed oil that indications point to no lower prices on these commodities than prevailed at time of last advance.

The present prices are as per quotation pages.

Dry Colors Scarce; Greens Advance 25%

Winnipeg.

DRY COLORS.—The scarcity of some dry colors has been very pronounced and higher prices have been made on some

lines of green as a result, the new quotations approximating an advance of 25 per cent.

The demand for nearly all colors has been a very heavy one throughout the season and some have found difficulty in securing sufficient supplies.

Putty Prices Steady; Remain Unchanged

Winnipeg.

PUTTY.—Summer sales of putty have been seasonably heavy and those in the trade seem well satisfied with volume moving. The scarcity of English whiting has been a considerable detriment to manufacturers and some have light stocks as a result.

The present quotations on putty are very firm and are holding steady, and unless some unforeseen factor should arise jobbers are of the opinion that no change will be made in the near future.

The following are the present quotations:

PUTTY—

	Per 100 lbs.
100 lb. irons	8 70
25 lb. irons	9 30
1½ lb. tins, per lb.	0 16¾

$1 *Now Standard Price for 5-Gal. Containers*

Winnipeg.

CONTAINERS.—The wide and varied range of prices on containers for linseed oil and turpentine has been cause for jobbers to standardize their containers, making a standard price also possible. The five-gallon size container will now be charged at a standard price of $1 each.

Differential on Linseed Oil; Turpentine 10c Gal.

Winnipeg.

NEW DIFFERENTIAL.—Jobbers and importers state that due to the advanced cost of handling and hauling, etc., that it is necessary for them to advance the differential on linseed oil and turpentine to 10 cents per gallon.

This, they state, may be insufficient to cover the costs and there is a possibility of this price being revised upwards and a higher price of 15 cents per gallon being charged.

Turpentine Stocks Light; Price Quoted at $3.95 Gal.

Winnipeg.

TURPENTINE.—Stocks of turpentine, although showing considerable improvement, are still light and shipments are still slow on account of the freight tie-up on the railroads and the shortage of freight cars and tanks, etc.

The demand for turpentine, however, is a heavy one, and many buyers are in the market, notwithstanding the high prices current. The present quotation is fairly steady, although there is a tendency for lower quotations in the near future.

The present price is quoted at $3.95 per gallon in barrel lots, and in less than barrel lots an extra of 10 cents per gallon is being charged; five gallon containers are priced at $1 each.

Building Papers Have Again Been Advanced

Winnipeg.

BUILDING PAPER.—Further advances have again been made on building paper. The Anchor brand, dry, is now quoted at $1.40 per roll; tarred, $1.50 per roll; Sunrise, dry, $1.25, and tarred, $1.45 per roll; while the Jubilee is quoted at $1.60 per roll for dry, and $1.80 per roll for tarred.

Oster Stocks and Dies Advance About 25%

Winnipeg.

STOCKS AND DIES.—Higher revised quotations are frequently being made on tools of various kinds, due to the situation which has developed in iron and steel, and Oster stocks and dies have also been affected, having been revised upwards to the extent of about 25 per cent. over former quotations.

Pocket Knives and Table Cutlery Prices Advance

Winnipeg.

CUTLERY.—Higher quotations have been made on pocket knives and table cutlery. The advance is general and a range of about 5 to 20 per cent. has been added to former quotations.

Stillson Pipe Wrenches Are Marked Up 10%

Winnipeg.

PIPE WRENCHES.—New and higher prices have been made on pipe wrenches, and the genuine Stillsons have been advanced as a result. The new quotations are approximately 10 per cent. higher.

PITTSBURGH MARKETS

PITTSBURGH, July 8.—The sheet and tin mill wage matter has been settled, and there is no strike. As noted in our report of a fortnight ago, the Amalgamated Association broke with the sheet and tin plate manufacturers who had formerly recognized the union, the issue being an amendment proposed by the union which would enable it to use its hold on the hot mill labor to induce workmen in other departments to join by being able to promise such men, only ten being required to form a new lodge, that they would use their previous strength to secure signatures for new and additional scales. When the Atlantic City conference broke up, June 14, President Tighe of the Amalgamated Association stated that if an adjournment were had it would be to a date not later than the first Tuesday in September, which of course meant that the men would walk out July 1st, as the existing scale agreement expired June 30. However, probably on account of pressure of the members, the Amalgamated Association officials reconsidered the matter and called for another conference, to which the mills acceded. The conference was in session at Columbus, June 30, when the Amalgamated Association officials telegraphed the lodge that the men should continue at work, and an agreement was reached late last Thursday. At the Standard Tin Plate Company plant, Canonsburg, Pa., the men walked out as a local president refrained from acting on his telegram. A few mills closed because the management had made arrangements in accordance with the common expectation that the walkout would be attempted. Otherwise the mills are working the same as formerly.

Besides the amendment to the preamble, the men had demanded a 20 per cent. increase in basis rates, a six-hour shift instead of the eight-hour shift that has been in force for many years, and a great many other things, but the mills made only small concessions. Outside of some trivial matters the changes were as follows: In the tin mill scale a spell hand is introduced, not a regular member of the crew, who will help the catcher part of the time and help in other ways, the man to be paid about 50 per cent. as much as the catcher, while the catcher's rate is reduced 10 per cent. The increments in the sliding scale rates, when tin plate is selling above the $3.50 base, are to be 1 1-3 per cent. instead of one per cent. Thus when the realized average on tin plate shipments is $7.40, as it was at the last bi-monthly settlement, the men would receive 87¾ per cent. above the base rates instead of 78 per cent. above. In the sheet scale, an extra spell hand is also introduced, to be paid also by the company, but not to be considered a regular member of the crew. In each case, the extra man will conduce to greater output, this benefiting the men. The wage cost per ton will be increased between $1 and $2 per ton, but this may be made up to the management by increased output.

The difference between the American Federation of Labor, which contemplated by its action at the Montreal convention a fresh effort to organize the iron and steel industry, and the Amalgamated Association, which held that it should have sole charge of any organizing of the iron and steel industry, was recently settled between the two bodies on the compromise basis that if the Federation committee were formed by the various unions, the Amalgamated Association would be accorded a 51 per cent. representation on it. The manufacturers believe, however, that this arrangement is made simply to save the faces of the Federation management, and that the committee is not likely even to be formed. The present outlook, therefore, is that little, if any, attempt at organizing will be done and that the iron and steel industry will remain non-union.

Now is Time to Paint Public Buildings

School and Church Boards Now Considering Renovations for the Year—Local Hardware Merchant in Position to Stir Up Local Sentiment in Favor of Protecting Public Property—Big Field for Paint Trade During an Otherwise Slack Season

PAINT business from church and school boards is an important phase of the paint business in any local community about this time of year. The approach of the summer holidays, when school buildings are left free for repairs, renovation and repainting, opens up an opportunity for the sale of various lines—exterior and interior paints, floor varnishes and shingle stains. And in the case of churches there are less functions being carried on in connection with which it is necessary to use the church building during the summer months, and there is therefore less inconvenience caused by painting during the summer than at any other time of the year.

Local influence can have a distinct bearing on both church and school boards which are inclined to neglect this most needful means of protection and upkeep. Whatever excuse the individual members of both church and school board may have for neglecting to repaint their own property, their trusteeship of the property of others should not permit them to neglect painting and re-painting with sufficient frequency to maintain the prolonged service of such properties.

Should Protect Public Property

The need for painting from the standpoint of protection and preservation can be pointed out effectively to the representatives of school and church boards who are responsible for upkeep. To this end the amount of advertising of an educational nature now being done can be linked up with the dealer's own influence. Trustees have an obligation to the community which elected them, and once the necessity of painting has been brought to their attention they cannot pass it up as they might in the case of their private property.

Travelling through the country one can readily see that the protection of such public property with paint has not been given the attention it should. Especially was this the case during the war period and the year immediately following. Now is the time when campaigns pointing out the wastefulness of continuing this practice are having their greatest effect and it is, therefore, timely for the dealer to help to counteract this neglect. The creation of a little public sentiment on the question of painting public property frequently enough to keep it protected will soon bring any governing board to a sense of its responsibility. It should be done on a sound business basis as would be done with the private individual.

2% Deterioration from Lack of Paint

Weather, moisture and climatic conditions attack buildings with deteriorating results that amount up to at least 2% per annum. A few gallons of paint applied every few years will reduce the percentage of loss to one-half of one per cent. and the coffers of the public would therefore benefit in the end by the other 1½ per cent.

In addition to the direct business secured by the paint dealers who are successful in bringing local church and school boards to a realization of the value of such action, the moral effect is good in a community. One hardware dealer stated to Hardware and Metal recently that there is a very contagious element in the sale of paint which can be utilized to good advantage. He meant that once a house on a street was painted there were many others who would follow the lead rather than have their homes look shabby in comparison. The painting of the local school and church would be a big step in starting a painting boom in any town. Every city, town and hamlet maintains a degree of local pride in whatever concerns its public welfare. Townspeople take their friends in motor cars through the town now, and the increasing use of the automobile brings many people to the town located on a popular tourist road. Each community is being given the "once over" more than it has ever experienced before, and this is another reason why due attention should be given to the painting of public properties as well as to private homes.

Rouse Local Pride

The dealer might say, "What's the use of all this?" We point out that the rousing of local civic pride is bound to directly or indirectly influence the citizens of the community in the better upkeep and painting of their private property, and if the town gets a good reputation it is likely to attract additional settlers and visitors—all of whom bring business to the local merchants.

Paint to Maintain Sanitary Conditions

The necessity of maintaining good sanitary conditions in schools and churches and other buildings of a more or less public nature, is another important phase of the matter. School floors should be treated at every holiday session. Softwood floors should be painted and hardwood floors should be either oiled or varnished. The sealing up of the floors with whatever finish is required not only prevents much wear but makes it easier for them to be kept clean and sanitary. The walls of school rooms should be treated with a washable flat tone paint in colors that will have a helpful, restful influence both on teachers and pupils.

Now is the time to get after this business. School boards are estimating the amount of repairs and renovation necessary for the summer and are now in the most receptive mood for suggestions. The local paint dealer is the best one to make the suggestion and if it is necessary to arouse local sentiment, who is in better position to do so than the average hardware dealer who is held in high esteem in his community.

To give an idea of the business that can be developed on buildings of this kind there are upwards of 26,000 public schools throughout Canada in addition to various normal schools, collegiate institutes, private academies, etc. There are upwards of 12,000 church buildings. Both figures indicate a large volume of prospective business by the advancing of the argument to paint as a means of preserving public property.

Subjects for Summertime Ads.

As a summertime painting appeal one dealer advertises the fact that

PAINT—

Preserves buildings.
Protects them from the ravages of heat and dampness.
Is good insurance against depreciation.
Beautifies the building.
Denotes thrift, pride and good business judgment.

These make good subjects for appeal to your readers in the paint advertisements you will be running during the summer months to stimulate business in the paint department.

"Save the surface and you save all" *Paint & Varnish*

Moore's Wagon and Implement Paint

A Hard-Wearing Surface

Specially prepared for Wagons, Carts, Ploughs, Mowing Machines and all other agricultural implements.

Produces a rich gloss, hard-wearing surface for the consumer and increased business for the dealer. The hardwareman in rural districts has plenty of prospects for this service-giving paint.

Moore's Automobile Finish

In Nine Handsome Shades

A durable, lustrous, enamel that renews the appearance of automobiles and makes them look like new.

Easy to apply. Self-levelling and dries over night.

Made in Black, Oriental Yellow, Auto Gray, Emerald Green, Vermilion, Jockey Red, Wine Color, Cobalt Blue, Brewster Green.

Our Agency proposition means money to you.

Color Cards and Prices on Request

Benjamin Moore & Co.

LIMITED

Paints. Varnishes and Muresco

Toronto

If interested, tear out this page and keep with letters to be answered.

The Brush Department

Some Suggestions for Brush Displays

Eastern Ontario Dealer Thinks Power of Suggestion is Very Effective in Brush Selling—Enhances Effect of Paint Display to Show Brushes in Conjunction.

ON a recent trip through Eastern Ontario a representative of Hardware and Metal had an interesting talk with a dealer of many years' standing who has sold hundreds of brushes and who has himself made much of the display feature in selling campaigns. He briefly outlined his ideas in stimulating sales:

"I take sheets of beaver board and tint them with a delicate shade of water paint," he stated, "preferably a cream or buff shade, and fasten a variety of brushes against the board by using small snare wire. By placing the beaver board flat on a table or on the floor it is easy to arrange the brushes in circular form or in a square or oblong shape. By using a small pair of pliers, the wire, inserted through small holes made with a badawl in the beaver board, may be twisted and drawn taut, so that when I lift the beaver board the brushes hold fast in position. They make an effective addition to a window display."

The plan carried out by this dealer was to arrange the panels so as to fit in at the back of the window so as to just fill up the background. Dividing strips may be placed at the back where the divisions come and there is little then to be done. By making up these units beforehand the window dressing is readily completed.

Brushes Part of Every Paint Display

"I always make brushes an integral part of paint window displays," said this dealer. "They are effective for this and do not in any sense detract from the impression which it is desired to make regarding the paint itself. As a matter of fact, in my opinion, they improve every showing of paints and painting materials which is made.

It was pointed out that it is important that brushes be placed in the windows and on the panels with care. For instance the bristles ought to be placed so they will hold a natural position. They should be kept from brushing against the glass of the window so that the bristles will not get out of shape. He emphasized the importance of keeping the brush stock in the best of condition always in order to get the fullest profit from sales.

Where brushes are being displayed against a board wall or backing it may be necessary sometimes to drive small nails through the handles, but in such cases the dealer pointed out that care must be taken to use a small brand so that the brush handle will not be split or otherwise disfigured.

"In employing brushes in the forward part of the display," he stated, "these may be tastefully arranged near the glass. Sometimes it is well to use a plate glass shelf on a small pedestal for small lettering and camel hair brushes. At all times I have found that the power of suggestion is very effective in stimulating sales in the brush department and the goods must always be shown to the best advantage."

No Precipitate Decline in Paint Prices

Paint Manufacturers Endeavoring to Bring Production More Nearly Equal to Demand—Paint Prices Will Decline Steadily with Plenty of Notice.

LABOR in many branches of industry continues its playing of both ends against the middle in its attempt to find a wider spread between wages and the cost of the commodities labor produces," says the American Paint Journal. "Strikes at this time may result in an increased wage; but they will not bring down the cost of living. It will be admitted, generally, that the abnormal prices of farm and factory products have been brought about by an actual shortage of goods in relation to demands, and the one method of lowering prices is to still the demand or increase the production, or both.

"Within the past thirty days there have been some sharp cuts in commodities by some of the larger merchants of the country, and while these reductions were not of a permanent nature, they formed a unit in the price decline which, in some lines, has been prevalent for more than a year.

"After having made a careful survey, the National Bank of Commerce of New York calls attention to the downward trend of the livestock market, showing that from July to December last year the price of hogs, for instance, declined more than nine dollars, recovered slightly and has remained fairly steady since last January. Attention is called also to the cattle market, showing that it declined from October, 1919, to last May.

"At this time there practically is no demand for wool. Farmers in many sections of the country are holding, many of them saying because of the low market, and others declaring they can get no offer at all for their spring shearings.

"These figures serve to show that production has caught up with demand, or, at least, they show that production and demand are more closely aligned.

"It is only fair to presume that the relationship of production and consumption of other commodities is such that the tension is being relieved, and that the market will slowly decline.

"The price of some commodities that play their parts in the manufacture of paint is far below that of war time. Zinc ore, for instance, sold for more than one hundred dollars a ton during the war, and with the signing of the armistice slumped off to $45, the present price. With high wages and high cost of all mining equipment, zinc operators are finding difficulty in making both ends meet. This is due to a production that exceeds the demand.

"At this time every paint manufacturing company in the country, retarded by slow delivery of raw materials, is doing its best to make its production more nearly equal the strong demand. There has been a real shortage of raw materials, which, also, has retarded paint production. But occasionally there comes a report to this office that some paint company has splashed through the maze of orders and announced its ability to accept new business for immediate delivery. It's an indication that gradually we are approaching a closer relationship between production and demand.

"Steady price declines in other commodities are not to be considered lightly. Yet there is reason for the belief that there will not be a precipitous decline in the paint price. Instead, it is believed generally that price declines will come steadily when they do come, with long shadows foretelling their approach."

BOECKH'S
Steel Grip Rubber Set Brushes

RUBBER SET

RUBBER SET and Steel Grip, these splendid brushes keep their shape and are forever free from the annoying, aggravating shedding of bristles that makes so many brushes only "one time sellers" at the best.

CHINA BRISTLES

With long-bristled brushes long wear and serviceability are assured. This is a noteworthy point of special interest to your customers. You remember the professional painter's reluctance to "break in" new brushes?

RESILIENT

With these reliable brushes, so pleasant to use, every sale is building permanent trade and greater confidence in your store.

Every Brush Guaranteed

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

If interested, tear out this page and keep with letters to be answered.

Sherwin-Williams Co. Reported Disposing of Australian Interests

MONTREAL.—It is rumored that the Sherwin-Williams Co., Ltd., is negotiating the sale of its Australian interests, although Hardware and Metal has been unable to get a definite statement from the company in this matter.

Interest attached to this rumor when, early in the present week, the stock of the Sherwin-Williams Company advanced materially on the Montreal Stock Exchange.

Hardware and Metal understands that the Australian plant has been a very successful one, and this was indicated in an interview with the president of the company, Mr. Walter H. Cunningham, given the Montreal representative of Hardware and Metal some months ago. The Australian field, Mr. Cottingham indicated at that time, was developing very satisfactorily, and the present proposed change may have been induced by a favorable proposal from outside interests who have been looking for expansion in the Australian field.

The Sherwin-Williams Company's foreign interests are extensive, it being widely known that the London, England, business of Lewis Berger & Sons, Ltd., has been the British section of the Sherwin-Williams Company in the British Isles. This is one of the oldest companies in the world, having a history of nearly 150 years. The Sherwin-Williams Company also has been conducting an extensive export business for a long time, and their interests are world-wide.

It is understood that Mr. Cottingham is at present abroad and that it will probably be some time before a definite announcement is made regarding the sale of the Australian interests.

How Hardwaremen Advertise Paints--No. 15

THE question as to whether it pays to paint in comparison to costs of rebuilding are again emphasized in this paint advertisement by Smith Hardware, Belleville, Ont. It is pointed out that this is the question to be faced every spring. "Does it pay to allow your buildings to become decayed and dilapidated through lack of paint, or is it cheaper to give them a coat of paint every four or five years, which will keep them practically intact and beautiful?"

These are the kind of arguments which carry weight with the prospect whose enthusiasm is inclined to wane, but care must be taken not to "preach" at him for this attitude will be resented. A good straight talk on the merits of paint as a preservative and a beautifier will do much. This ad. concludes with the statement that the oftener paint is applied, the less will be required and the more satisfying results will be obtained.

The Luxeberry Painter Says:

"Among the penny-wise, pound-foolish folks are thrift-fakers who save a few dollars on the price of varnish, and within a few weeks have to spend twenty times more than they saved to scrape it off and refinish. The only varnish bargains are those that combine beauty and a long-wearing period. This is why I have used Berry Finishes during my entire business life."

"Berry" brands sell readily because they have behind them a sixty-year record for dependability.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties

DETROIT, MICHIGAN WALKERVILLE, ONT.

THE MASTER PAINTER SAYS:

"A good job demands a good brush. I always use

TRADE SIMMS SET IN RUBBER MARK

PAINT BRUSHES

"SIMMS is the brush that can be used in any kind of paint, varnish, oil, paint remover — or anything—without shedding its bristles."

"I have never found any bristles in the paint when using a SIMMS brush."

"You can buy them at any good hardware store."

The painters' trade is well worth going after — and SIMMS is the line of brushes that will enable you to secure it.

Stock up with SIMMS trade winners—

Brooms	Lather Brushes	Shoe Brushes
Whisk Brooms	Paint Brushes	Stove Brushes
	Scrubbing Brushes	

Prompt Shipment from our nearest branch.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 years.

Head Office—St. John, N.B.

Montreal Toronto London

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 8.—The features of the paint market this week are those of the decline of 20 cents per gallon for linseed oil and for spirits of turpentine. Both these declines were forecast in Hardware and Metal last week and it is likely that even lower prices may be reached if transportation conditions continue favorable.

In a general way the demand for various paint products is quieter than it has been this season, although the paint manufacturers are well pleased with summer demand. Both prepared paint and varnish orders coming to hand are fully as large as can be looked for at this season of the year. Few anticipate any reduction in the basis for either white lead in oil or putty.

Linseed Oil Prices Are Lower

Montreal.

LINSEED OIL.—As forecast in Hardware and Metal last week the trend on linseed oil has been easier and prices are quoted 20 cents per gallon less in some jobbing quarters at $2.15 for raw and $2.17½ boiled. The markets may go somewhat lower gradually, as supplies become more available. The demand has been somewhat more restricted af late after the early spring rush and it will not be surprising if a price of $2.00 is available within the next two weeks. It was stated definitely in Hardware and Metal last week that a price of $2.00 would probably be available during August. With transportation and other conditions being favorable this figure may be reached even before the first of August.

	Imp. Gal.	
Raw—		
1 to 2 barrels	2 15	2 35
3 to 4 barrels	....	....
Boiled—		
1 to 2 barrels	2 17½	2 37½
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Turpentine Lower; Delivery Important

Montreal.

TURPENTINE.—"Turpentine is down; may decline to $3.00." Such was the caption in Hardware and Metal last week regarding the trend of turpentine prices. The situation has improved materially since that time and some are single barrel lots. It is a matter of improving transportation now and if this continues to improve an even lower price than that existing to-day may soon be quoted.

Turpentine—	Imp. Gal.	
Single barrels	2 95	3 25
Small lots	3 05	3 35

(Packages extra.)

Putty Basis Holds; Still in Good Demand

Montreal.

PUTTY.—The basis for putty remains unchanged but steadily firm. For this season of the year there is a fairly good demand from the trade and supplies are going out rather freely.

PUTTY—	5 ton	1 ton	ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

White Lead in Oil Still Moves Actively

Montreal.

WHITE LEAD IN OIL.—The basis remains unchanged and some expect there will be no decline of price throughout the balance of 1920. This is difficult to forecast, however, but if the present world demand for white lead continues as heavy as at present, it would seem that there will be no material reduction in this important product. There are ample quantities in hand to satisfy the needs of the trade. Government standard lead is selling as follows. Five ton lots per one hundred pounds $19.50; in ton lots $20.00 and in smaller quantities $20.35.

Prepared Paint Sales Are Somewhat Lighter

Montreal.

PREPARED PAINT.—The season has advanced to such an extent that manufacturers and jobbers are experiencing a somewhat lessened demand. Notwithstanding this, there is a good demand for various products in a sorting way, and the season altogether has been a most active one.

Varnish Prices Firm; Sales Have Been Heavy

Montreal.

VARNISHES.—All grades of varnishes have been in active demand for many weeks past. As a matter of fact one important manufacturer claims that he is not at all able to supply the demand and the basis generally is very firm. There was a temporary reaction in China wood oil, a decline having taken place recently, but Hardware and Metal undertands that prices again advanced and there is little to indicate any reduction on the best lines of varnish.

TORONTO

TORONTO, July 8.—The feature of this week's market is the stiff advance in the price of Paris green, the price having jumped 10 cents per pound. Manufacturers state they have had very heavy demands on them of late for this commodity, and the recent grasshopper epidemic in Western Canada has gone a long way to clean out any surplus stocks that were on hand. Linseed oil has declined 7 cents per gallon, and stocks are more plentiful. A heavy decline has been made in turpentine, the price having declined 30 cents per gallon. Putty prices continue firm. White lead in oil is also quoted from a firm basis and supplies are none too plentiful in some sections. Ready prepared paint is moving briskly and repeat orders are coming very satisfactorily. Collections continue to come forward favorably.

Belgian Glass Relieves Famine; Still Scarce

Toronto.

GLASS.—The arrival of Belgian glass has gone a long way to relieve teh glass famine, and conditicns have shown considerable improvement. Jobbers state that while the scarcity is not as yet overcome, they are at least able to partly fill orders. Little glass of United States manufacture is coming forward and prospects are not favorable for early relief from this quarter. The single and double diamond are still quoted at a discount of 15 per cent. from the list and the cut lengths at 40 per cent. discount from the list.

Repeat Orders Heavy For Ready Prepared Paint

Toronto

READY PREPARED PAINT.— A heavy demand has been made for nearly all kinds of paint and jobbers state they are very well satisfied with the amount of business that is moving. Repeat or-

Sell the Genuine

Jap-a-lac has become a household word in homes throughout the Dominion. The excellent results it has given year after year have established for it an enviable position among household finishes.

There is only one Jap-a-lac and that is Glidden Jap-a-lac. The universal demand for this product has brought many imitations on the market. To be sure of a satisfactory result you must sell genuine Jap-a-lac. Its absolute reliability has been firmly established and has created for it a steady demand.

There's a Jap-a-lac finish for every household need. It comes in all the staple colors and finishes. It answers any of the numerous home requirements. Stock up now and take advantage of the unlimited possibilities Jap-a-lac offers.

THE GLIDDEN COMPANY, Limited
TORONTO, ONT.

BRANCHES : Montreal and Winnipeg

If it's Jap-a-lac it's Glidden

If interested, tear out this page and keep with letters to be answered.

ders are coming in for a very good-sized volume and nearly all in the trade are looking forward to a continuation of this satisfactory condition for some time to come, and base their opinion on t building and house repair situation. The present quotations, although very firm, show no indication of a change in th near future, and the tendency seems to be for the price to hold steady for some time to come. The present prices are as per current quotation page.

Putty Moving Freely; Prices Hold Steady

Toronto.

PUTTY.—Prices are very firm, and while supplies are said to be moving more freely than previously some are of the opinion that stocks are very light. This, they state, is attributed to the scarcity of English whiting, which is said to be coming forward very slowly, a situation which is due to the inability of the English producer to supply the present demand, which is said to be exceptionally heavy. The present prices on putty are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton, 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quo-

Shellac and Varnish Prices Steady; Unchanged

Toronto.

SHELLAC AND VARNISH.—A very seasonable demand is at present current for nearly all grades and makes of varnish and jobbers are very well satisfied with the amount of business being offered. Present prices continue very firm. Although no recent change has been made in price, the present prices are as per current quotation pages.

Some Dry Colors Scarce Price Holding Firm

Toronto.

DRY COLORS.—Prces on nearly all kinds of dry colors are very firm and a decided scarcity is noted for some lines. Manufacturers state they have considerable difficulty in securing special colors for certain paints. Although the present price is very firm no recent change has been made, and the quotations are as per current quotation pages.

Linseed Oil Has Declined 7c Per Gal.

Toronto.

LINSEED OIL.—A drop of 7 cents per gallon has been made on linseed oil, and raw linseed oil is now quoted at $2.30 per gallon, and the boiled at $2.33 per gallon. The demand has been rather quiet this week. Supplies are coming forward better and the shortage of supplies has been overcome. The following are the new quotations:

Linseed Oil—		
1 to 2 barrels, gal.	2 30	2 50
3 to 5 barrels, gal.	2 29	....
10 barrels and over, gal.	2 27	....
Boiled		
1 to 2 barrels, gal.	2 33	2 53
3 to 5 barrels, gal.	2 34	....
10 barrels and over, gal.	2 30	....

Prices shown are those ruling on Thursday of curent week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Turpentine Prices Drop 30c Gal.; Demand Quiet

Toronto.

TURPENTINE.—Further reductions have again been made on turpentine and a substantial drop of 30 cents per gallon has been made this week. The present demand is rather light with stocks daily becoming more plentiful. The following are the present quotations:

Turpentine—	Per Imp. Gal.
1 barrel lots	2 80
2 to 4 barrel lots	2 79
5 gal. lots	2 95

Opportunity for Canadian Paints in South Manchuria

The erection of new buildings in connection with the development of South Manchuria should increase the importations of paints, oils, and varnishes, which have amounted to about $1,000,000 annually, approximately 60 per cent. of which was used by the South Manchurian Railway Company. Prior to the war, British and American paints dominated this market, but as it became more difficult to obtain the desired brands, because of the lack of shipping facilities, those of Japanese manufacture became better known. With the return of normal conditions the potentialities of this market have become greater, providing American makes can compete with the prevailing prices, as their superior quality is recognized. One of the brands now in demand is an ordinary lead paint, packed in drums of 28 and 112 pounds, the former selling at $2.50 and the latter at $4.50. Mixed paints, put up in 1-pound tins, sell wholesale at $1.50 per dozen tins. Enamels, which are now in great demand, wholesale at $3.50 per dozen tins of ½ pound each. Varnish is selling at $4.20 per dozen tins of 2 pounds each. There are two kinds of paint oil on the market. One reported to be of pre-war stock is put up in 4-gallon drums, selling at $7 per drum wholesale; and the other, a Japanese product, put up in 36-pound drums, selling at $4 per drum wholesale. Turpentine, principally of Norwegian origin, comes to this market via Shanghai, the wholesale price being $11 per 4-gallon drum. The above prices were those ruling about May 1.

10c Advance on Paris Green

PARIS GREEN.—A heavy advance has again been made on Paris green and the Berger brand will now cost approximately 10c per lb. more. Manufacturers state that the heavy demand has made it necessary for them to procure further supplies and the recently advanced cost of raw materials has considerably increased the manufacturer's cost.

The recent grasshopper epidemic in the West has drawn very heavily on any reserve stock manufacturers had on hand. It is stated that the need for Paris green was so urgent that quantities were shipped by express to the Provincial Government. One of these express shipments weighed over 10 tons, it is stated.

The following are the new higher prices:

PARIS GREEN

	Per lb.
Petroleum, barrels	0 62
Arsenic, kegs	0 62½
50 and 100-lb. drums	0 62
25-lb. drums	0 64
1-lb. papers	0 66
1-lb. tins	0 68
½-lb. papers	0 68
½-lb. tins	0 70

F.O.B. Montreal and other Ontario delivery points.

WHITMAN & BARNES ANNOUNCE PLANS

What They Intend Doing Following the Merger With J. H. Williams & Co.

The Whitman & Barnes Manufacturing Company, Akron, Ohio, are now manufacturers of twist drills and reamers exclusively. The merger of their two drop forge and wrench factories at Chicago, Ill., and St. Catharines, Ontario, with J. H. Williams & Co., of Brooklyn, N. Y., was officially consummated June 23rd.

A. D. Armitage, president of Whitman & Barnes, will be vice-president of J. H. Williams & Co., and W. E. Rowell, Whitman & Barnes' secretary, becomes Western manager of J. H. Williams & Co. at the Chicago factory.

The Whitman & Barnes Manufacturing Company will remain in the twist drill and reamer business, retaining for this purpose its Akron, Ohio, factory where twist drills and reamers have been made in the past. The entire time and energies of its organization in the future will be directed exclusively to the manufacture and sale of twist drills and reamers. A new and enlarged plant will be constructed, the plans for which are rapidly developing. When completed, the new factory will be the last word in equipment and facilities for producing twist drills and reamers, and will rank among the largest of its class in the country. The present plant facilities are unable to supply the demand for W. & B. twist drills and reamers, and the company reports constantly increasing sales over production.

What the "Durabla" Agency Means to You

The Durabla agency for Gauge Glasses and Gasket Packing means for you good profit, minimum stock and maximum turnover.

There is bigger business waiting for you if you feature these Durabla products.

Durabla Packing, in sheet or gasket form, is the standard material for all gasket work. It is guaranteed for air, water, steam, oil, ammonia and acids at all temperatures and pressures and lasts as long as the flange itself. On account of its universal adaptability it minimizes the variety to be carried, and means less money tied up in stock.

Durabla Gauge Glasses withstand hydraulic pressure and temperature changes to a remarkable degree. They have passed every known test for tensile strength, erosion and service, and equal in every respect the best service of the best foreign glasses.

Write to us at once for agency and get your share of Durabla profits.

The Canadian Fairbanks-Morse Co., Limited

Montreal **Toronto**

Halifax	St. John	Quebec	Ottawa
Hamilton	St. Catharines	Windsor	Winnipeg
Regina	Saskatoon	Calgary	Vancouver
	Victoria		

DURABLA

Sheet Packing and Gauge Glass

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/10%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz........... $17 50
No. 2, doz........... 17 60
No. 3, doz........... 19 80
No. 4, doz........... 21 56
No. 5, doz........... 23 76
No. 6, doz........... 26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	13/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:
Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—
No. 11, doz.............. $14 00

BOARDS, SLEEVE—
No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe	$2 75
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)
30-gal., standard 15 00
30-gal., extra heavy $18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3, HEADS, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.
Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX
Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base
Sheets, 24 gauge and heavier, base $0 40
Rods, base ½ to 1 in., round 0 37
Tubing, seamless, base 0 46
F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS
For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT
Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

CHAIRS Dozen
Step ladder $36 00
Step ladder stools 20 00

CHOPPERS, FOOD
Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.
Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.
Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS
List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.
List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.
Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.
Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER Gross
Satinette $24 00
Nu-Way 21 00

CLIPPERS, HORSE
New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS Per Doz

Leather Clothes Dryers	$.....
Clothes Bars, No. 1........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS
Common, per set $0 93

CLOTHES LINE REELS Doz. net

No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz

No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 44
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING
Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS SCREEN
Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

DRILLS
Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........	$0.45	19/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

SHEET LEAD

We make LEAD PIPE up to TWELVE INCHES in diameter. LEAD TRAPS LEAD BENDS SOLDER

LEAD PIPE

We make SHEET LEAD up to EIGHT FEET WIDE and can make PROMPT SHIPMENT

THE CANADA METAL CO., Limited

HEAD OFFICE TORONTO BRANCH FACTORIES HAMILTON MONTREAL WINNIPEG VANCOUVER

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans and Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

Sales Office: 202 Royal Bank Bldg. TORONTO G. A. Willis, Sales Mgr. Phone Adel. 3316.

Sales Office: 806 Lindsay Bldg. WINNIPEG Repr.: A. E. Hanna

Goodwill from Your Bicycle Trade

MANY successful dealers are finding it good business to have one person in charge of bicycles who thoroughly understands them and sees that each machine leaves their store in perfect running order. He also informs the buyer on all the little points necessary to obtain the maximum service from his machine and thus give him the greatest satisfaction.

We pass on this suggestion to you. Good Service builds Goodwill. A satisfied bicycle customer will be a good customer for other business.

And to make doubly sure he will be satisfied sell him one of the

C·C·M·Bicycles

MASSEY—CLEVELAND—COLUMBIA—RED BIRD
PERFECT—GENDRON—IVANHOE

90% Made in Canada—100% Value

Canada Cycle & Motor Co., Limited

Montreal, Toronto, WESTON, ONT., Winnipeg, Vancouver

If interested, tear out this page and keep with letters to be answered.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank.. 27½%
Straight Shank 27½%
Straight Shank, wire...... 27½%
Taper Shank 27½%

DUSTERS, HAND
O-Cedar $9 00
Discount 30%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.
Great Western, Amer........ 50
Nov. 1, 1899. %
Kearney Foot, Arcade.... 50
J. Barton Smith, Eagle..... 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 27½
Black Diamond 27½
Delta Files 20
Firth Files 50
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, net list; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in and under. 30%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 28	0 39
C	0 18	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 80%
Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.
Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Ri-Treadle, each 7 00
Cycle BB 9 40

GRIND STONE FIXTURES Doz.
No. 22 .... $ 9.00
No. 33 .... 10 70
No. 2½ 11 15
No. 3 .... 11 70
F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russet, rope tie, 1 in. 13 80
Black, rope tie, 1 in. 14 00
Black, rope tie, 1¼ in. 16 80
No tie, 1 in. 21 60
No tie, 1¼ in. 24 60

HALTERS, ROPE Doz.
Sisal, 7-16 in. $24 75
Do., 9-16 in. 37 50
Jute, 7-16 in. 24 75
Do., 9-16 in. 37 50

HAMMERS, SLEDGE
Can, 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to 2 lbs. ....
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR List
Atlas, No. 0 .... $13 35
Atlas, No. 1 .... 13 80
Atlas, No. 2 .... 15 85
Stearns, 4 in. 9 80
Stearns, 5 in. 13 25
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 15 00
America 18 00
Great West 30 00
Storm King Hangers....... 19 50
ers, doz. 14 00
Steel track, 1¼ in. ....

HEATERS, ELECTRIC
Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto
Corrugated, ½ in., 100 ft....$23 00
Corrugated, ⅝ in., 100 ft.... 26 00
Corrugated, ¾ in. 29 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)
Mrs. Potts, No. 55, polished, per set $2 20
Mrs. Potts, No. 50, nickel-plated, set 2 30
Mrs. Potts, handles, japanned, doz. 2 10
Common, plain, 3, 4 and 5 lbs. 15.60
Common, plated, 4-5 lbs. 17.50
Common plated, 6 lbs. and up .....
Plain, 6 lbs. up 12.40
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY
Spear Point $16 50
Lightning 15 00
Heath's 15 00

LADDERS, Etc.
Step Ladders Per ft.
Standard 0 40
Household 0 30
Faultless, 4 to 8 ft. only.... 0 40
Shelf Lock, 4 to 8 ft. only.. 0 30
Single and Fruit Picking
10 ft. to 16 ft. 0 28
18 ft. to 20 ft. 0 29
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0. 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short Globe, plain $12 50
Do., Japd. 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen
Cold blast, short 1 20
Cold blast 1 00 1 10
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.
Cold blast, genuine ruby 5 50
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.
Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb, No. 4......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List each
Canadian $12 50
Dowswell 12 50
Noiseless 16 25
Hamilton 13 50
Peerless 13 00
Snowball 18 75
Momentum 20 25
New Century, style A...... 18 00
New Century, style B...... 20 00
New Century Electric...... 155 00
Playtime, engine drive 26 00
Ideal Power 27 00
Seafom, electric, style A .. 120 00
Seafoam, engine drive 55 00
Sunshine 10 25
Popular, No. 2 .. .. 12 50
Economic ....
Popular, No. 1 .... 13 00
Champion 20 25
Blue Bell, without stand .. 18 00
Red Star 21 50
Time Saver, electric 114 00

List, each
Puritan Water Motor Washer, complete 30 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 118 50
Rotary water motor washer 29 00
Connor ball-bearing, with rack 21 00
Perfection, engine drive 65 00
Perfection, electric 124 00
Beaver 26 00
Beaver, power 27 00
Connor Vacuum 26 00
Patriot 23 00
Jubilee 11 25
Canada First 23 00
Less 20%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz
Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 3 .... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS
Cutter, doz. $14 25
Pick, doz. 14 25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS Doz. Net
Liquid Veneer $14 00
O-Cedar, less handle 12 60
Do., with handle 14 70
S. W. Mops, complete....... 6 00
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 85 3 35
Crank wringing 8 25- 9 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN
Adanac 35%
Woodyatt 25%
Empress 25%
Mayflower 25%
Star, Ontario, Daisy 25%
Each, Net
Brockville K ....Plus 10%
Brockville C .... Net
Brockville BB .... Net
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

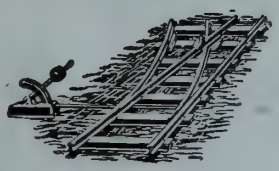
		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.00 base; Toronto, $6.10.
F.o.b. Montreal, $5.85 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...
Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT
Montreal, $6.35; London, $7.50 base; Toronto, $7.00.
Roofing Nails — American, large head, keg, $10.75; 25-lb. boxes, per 100 lbs., $11.75.
F.o.b. Montreal, Toronto, Hamilton.

G R

MINISTRY OF MUNITIONS



THE DISPOSAL BOARD HAVE

STOCKS

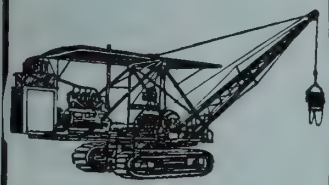
LYING IN THE UNITED KINGDOM

and

AVAILABLE FOR EXPORT

of

ENGINEERING STORES



Ferrous and Non-Ferrous Metals

Plant and Machinery

Steam Engines and Boilers

Factory Stores

Machine Tools

Railway Material

Contractors' Stores

Electrical Instruments and Machinery

Medical Stores

Chemical and Explosives

Motor Vehicles

Agricultural Machinery

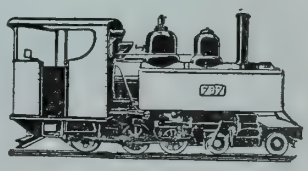
Aircraft

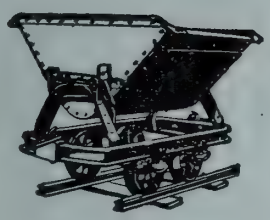
Furniture

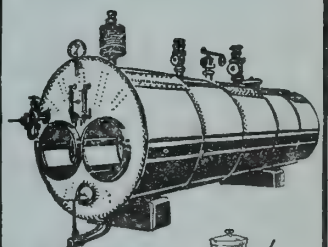
Textiles and Clothing

Boots and Leather Equipment

Motor Boats, etc., etc.

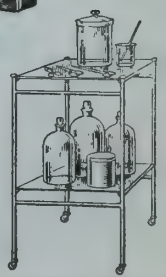






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb. box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	.....
U.S. Navy (spun)	22 00
U.S. Navy (unspun)	20 80
Plumbers' (spun)	10 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 27½
Palacine, gal.	0 30½
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 27½
Black oil (winter)	0 28
Imperial Kerosene tractor	1 35
Capital, cylinder	0 88½
Machine oil, regular grades	0 54½
Imperial gas engine oil	0 59
Paraffine	0 38

List, less 15% on above.

Polarine Oil, list	1 35
Polarine Oil, heavy, list	1 35
Polarine A, list	1 35
Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 85
Gargoyle Mobiloil BB	1 80
Gargoyle Mobiloil A	1 60

List, less 25% on above.

Fuel oil, bbls., net	0 20
Fuel oil, tank cars, net	0 18

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 90
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 50	
Dry Fibre, No. 2, Anchor	1 05	
Tarred Fibre, Anchor, No. 1.	1 60	
Tarred Fibre, Anchor, No. 2.	1 22	
Rosin Sized Sheeting, blue.	1 20	
Surprise Fibre	1 10	
"Stag" Sheathing	1 10	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 70	
Cyclone (dry)	1 50	
Cyclone (tarred)	1 60	
Joliette (sheathing)	1 05	
Joliette (tarred)	1 22	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	9 00	
Straw, sheathing, heavy, dry, cwt.	5 45	
Do. tarred, per cwt.	5 60	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs. 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 90
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 13	7 26	5 43	7 56
⅜ in.	5 13	7 26	5 43	7 56
½ in.	6 84	8 42	7 27	8 84
¾ in.	8 45	10 58	9 03	11 16
1 in.	12 50	15 64	13 35	16 49
1¼ in.	16 91	21 16	18 06	22 31
1½ in.	20 21	25 30	21 59	26 68
2 in.	27 20	34 04	29 05	35 89
2½ in.	43 00	53 82	.....	.....
3 in.	56 23	70 38	.....	.....
3½ in.	71 30	88 32	.....	.....
4 in.	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$30 90	$37 74	$34 60	$41 44
2½ in.	45 34	56 16	51 19	62 01
3 in.	59 29	73 44	66 94	81 09
3½ in.	73 14	90 16	82 34	99 36
4 in.	86 66	106 82	97 56	117 72
4½ in.	0 98	1 23	1 24	1 49
5 in.	1 15	1 44	1 44	1 73
6 in.	1 49	1 86	1 87	2 25
7 in.	1 94	2 43	2 42	2 90
8L in.	2 04	2 55	2 54	3 05
8 in.	2 35	2 94	2 92	3 51
9 in.	2 81	3 52	3 50	4 21
10L in.	2 61	3 26	3 25	3 90
10 in.	3 36	4 20	4 18	5 03

Terms. 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 15% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Ordinary, 52 sheets	$9 25	....
Do., 60 sheets	9 35	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%: Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square

	Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 75	2 75
Everlastic, 3 ply	3 20	3 20
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 60	2 55
Panamoid, 3 ply	3 05	2 95
Red Star, 2 ply	2 13	2 18
Red Star, 3 ply	2 55	2 60
Liquid roofing coating, per gal., in bbls.	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	9 25	9 25
Coal Tar (crude)	8 00	8 00

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, ... off list. list.

Star sandpaper, ... off list.

B. & A. emery cloth, ... on list.

F.o.b. Montreal and Toronto.

SCALES

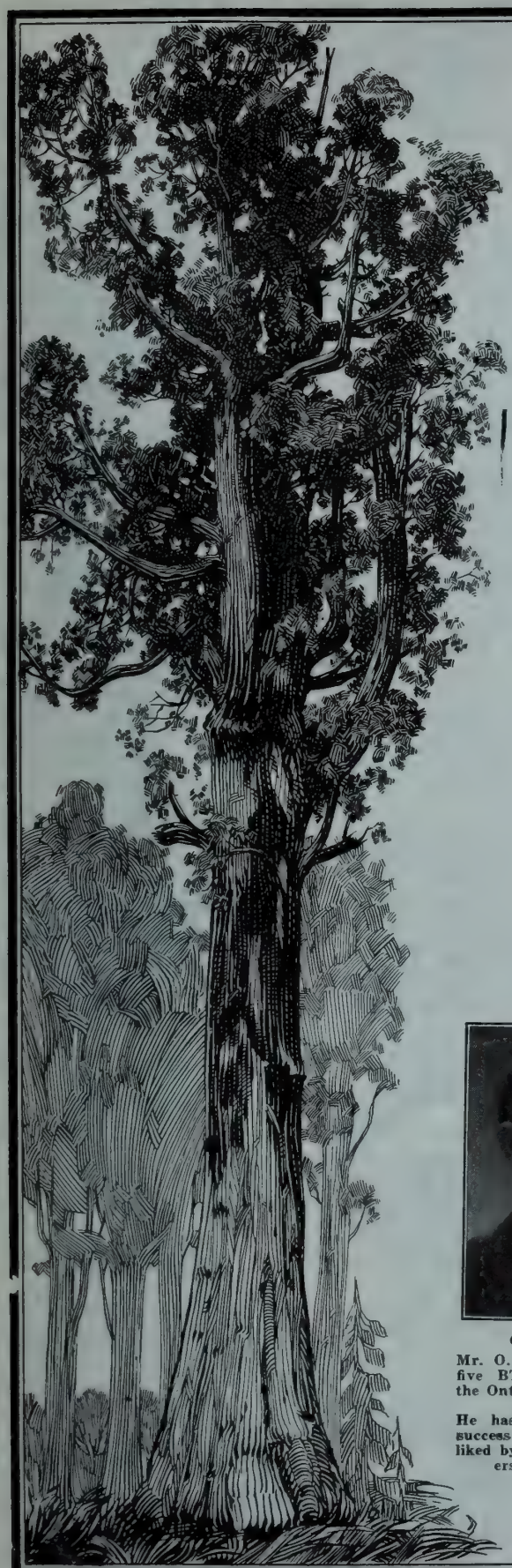
Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50
Discount 10/5%.		

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

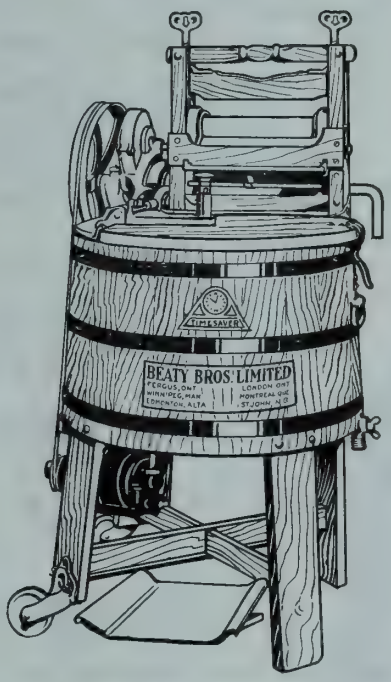
Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%



Beatty Bros. Limited Bulletin

Cypress

THE WOOD EVERLASTING



O. W. ROLPH,

Mr. O. W. Rolph is one of five BT Salesmen covering the Ontario Hardware Trade.

He has met with splendid success and is thoroughly liked by the Hardware dealers in his territory.

The oldest thing in the world is a Cypress Tree! This is the "General Sherman Tree" in the Sequoia National Park of California. It was discovered in 1879 by James Wolverton, a hunter, and named after General Sherman. When Christ was born it was a healthy little stripling of some 2,000 years old. It is still very much alive and has attained the enormous height of 1279.9 feet with a diameter of 36.5 feet at the base. This is the oldest living thing in existence

—and it is made of the same material as the tubs in the Time Saver Washer—**CYPRESS!**

The Ancient Egyptians knew what they were doing when they built their coffins of Cypress. They meant those coffins to **last**, and last they did.

The tubs of the BT Time Saver and Red Star Washers are made of Cypress. These trees grow in semi-tropical swamps and so are particularly adapted to withstand the action of hot water in washing machines. Your customers will get years of use out of their Time Saver Washers. The tubs won't rot or decay.

Beatty Bros., Limited

St. John, N.B. Fergus, Ont. Winnipeg
Montreal London, Ont. Edmonton
Vancouver London, England

If interested tear out this page and place with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.
00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge		9 35
18 and 20 ga.	10 10	

F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 10
Kegs 7 10

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net 5 00
Detroit Glass Front Oven, No. 85, each, net .....
Hot Blast .....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	5 50
No. 530, each	10 50
No. 630, each	13 50
Hot Blast .....Plus	10%

Discount 30% off list.

STRETCHERS, CURTAIN—
Star, No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b. ..... $ 62 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 47 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b. 60 00
Standard, jap. fittings 48 00
Universal, Jap., cyco bear ... 50 00
Universal, nick., cyco bear.. 66 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled $124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario $10 00

TACKS Discount
Wire Tacks ..... 60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920. 60 and 15%
Double-pointed tacks 65-10%
Shoe findings ..... Net list
adopted Jan. 1, 1916. .60 and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10%

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$26.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

off new list. Samson, ... discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. .....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. .....

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in..... $6 90 15 in..... $12 50
10 in..... 7 70 18 in..... 16 00
12 in..... 9 10 add 15% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz. $3 50
Jump, No. 1 ..... 3 70
Hawley & Norton, No. 1 .... 5 00
Newhouse, No. 1 ..... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. 1 00
Cones, 3-ply, lb. 0 96
Do., 4-ply, lb. .....

VALVES AND COCKS
Compression work—Standard .. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2 ..... 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard .. Net list
Radiator valves—Standard 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway ..... Net
Jenkins Gate Valve 10%
Standard Gate ..... list plus 5%
Jenkins Globe ..... list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Compodisk Valves ..... Plus 7½%

Penberthy Brass Valves
Gate Valves ..... Net list
Regrinding Valves ..... Plus 7½%
Swing Check Valves ..... Plus 15%

WARES, ETC.
Britannic, advance 55%.
Scotch Grey Ware, 45%.
Colonial, 15%.
Imperial Ware, 15%.
Pearl, 15%.
Premier, list, plus 17½%.
Canada Ware, list, plus 17½%.
Crescent, 45%.
Diamond, plus 17½%.
White Ware, 35%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 40%.
Stamped Ware, retinned, 33 1-3%.
Copper Bottoms, plus 35%.
Tinners' Trimmings, plain, 40%.
Tinners' Trimmings, retinned, 33 1-3%.
Tinners' Trimmings, general, list, plus 33 1-3%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 75%.
Cream Cans, list, plus 40%.
Railroad Cans, list, plus 33 1-3%.
Sheet Iron Ware, list, plus 45%.
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 80%.
Fry Pans, Acme, 10%.
Fry Pans, Quick Meal, plus 25%.
Spiders, steel, plus 25%.
Fire Shovels, japanned, list, plus 45%.
Steel Sinks, galv'zed, list plus 35%.
Steel Sinks, painted, list plus 35%.
Light Galv. Pails and Tubs, list plus 45%.
Heavy Galv. Pails and Tubs, list plus 35%.
Hollow ware, add 30%.
Garbage Pails, list, plus 30%.
Jap. Coal Hods, list, plus 60%.
Galv. Coal Hods, list, plus 75%.
Paper Lined Boards, 20%.
Wood-lined Boards, 5%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 75%.
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 45%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 00	$5 60	$7 00
Section, ½ lb., per 100 lbs.	5 00	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	5 10	4 90	6 00

WHEELBARROWS
Navvy, steel wheel, doz. $81 00
Garden Steel, doz. 72 00
Light Garden, doz. 88 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0	0 40
No. 0/9	Base
No. 10	0 06
No. 11	0 12
No. 12	0 20
No. 13	0 [illegible]
No. 14	0 40
No. 15	0 55
No. 16	0 70
Bright base	6 00
Annealed base	6 15

Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 ..... $10 00
No. 19 ..... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.
Canadian discount, 45%.

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB 165 50
Favorite, No. 511E 111 80
Favorite, No. 512 ..... 118 20
Royal Canadian, No. 151 ... 92 80
Favorite No. 514 ..... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 103 50
Eze 99 80
Rapid 90 80
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 267

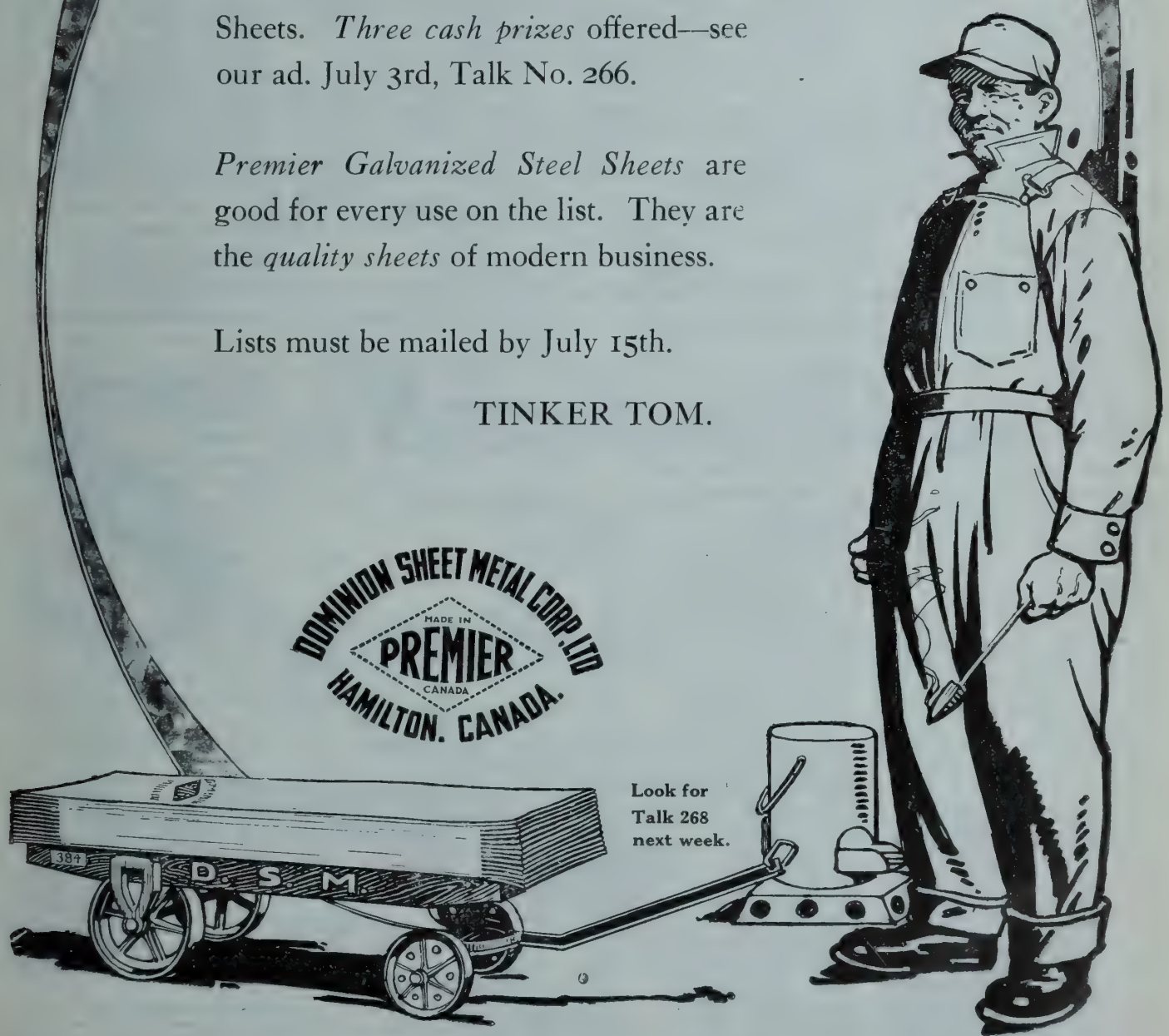
Don't forget to send in your list showing the articles made to-day from Galvanized Sheets. *Three cash prizes* offered—see our ad. July 3rd, Talk No. 266.

Premier Galvanized Steel Sheets are good for every use on the list. They are the *quality sheets* of modern business.

Lists must be mailed by July 15th.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



Look for Talk 268 next week.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ocre, 100-lb. kegs	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennaa	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 80
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	6 90
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, ½ and ¼ lb. packages, 22c lb.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	2 35	2 35
Crates 12 doz., 8 oz.	2 10	2 10
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s,, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$12 00
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	8 25	8 50
Coal Har, crude	7 00	7 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 00
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 60
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 66
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 84
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 96
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

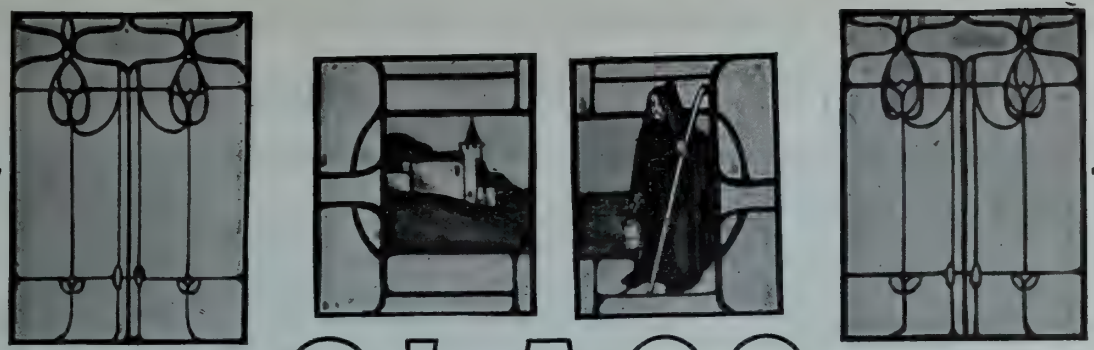
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 68
Johnson's	0 68
Jamieson's liquid wax, gal.	3 50
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. 3 00
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	4 00

F.o.b. Montreal, Toronto London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED

Window Glass

Also Plate, Figured, Stained, Wired, Bent, Mirror and Ornamental Glass.

Order Early.

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

MADE IN CANADA

BUFFALO OILS

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$28 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
38 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
35/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester Ammunition, 37½% off Dominion List.
Dominion Ammunition—Discount 45% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; slip horn, 27c lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16......	$6 00	18/16.....	$12 00
4........	5 00	19........	14 00
5........	5 00	20........	14 00
6........	5 00	21........	16 00
7........	5 00	22........	16 00
8........	5 00	23........	18 00
9........	6 00	24........	18 00
10........	6 00	25........	21 00
11........	7 00	26........	21 00
12........	7 00	27........	24 00
13........	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices
Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.
Agricultural or No. 1 leather belting, 6½-10-10% off list.
Standard, 6½-10% off list. Extra 6½%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each $13 65

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	$5 25
20 oz.	6 75

CHAIN

Coil, 3-16 in., $19.00; ¼in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.
Hand, No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$13 12
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.
8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank...	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.
Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares

FILES

Globe	Discount 50%
Nicholson Gen........	Discount 20%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in......	10%
Nipples 4" and under.......	70%

FRY PANS Each

Cast iron, No. 8..........	$1 05
No. 9..........	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in..........	$18 60	$24 75
26 to 40-in..........	20 30	24 75
41 to 50 in..........	21 85	25 00
51 to 60-in..........	22 85	28 75
61 to 70-in..........	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast	$1 20
Short	1 20
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs............	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.
Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.
Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....
Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.
Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.
Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	Per 100 ft. 3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED Apollo and "Fleur Premier de Lis"

10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.
Mrs. Pott's No. 55, set.......$2 00
Mrs. Pott's No. 50, set....... 2 15
Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.80 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	$15,00

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 30c; 36 to 40, 33c.

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz............	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 38
New Century	15 00
Canadian	9 38

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 8 50	$ 9 00
Empress		11 00	11 50
Daisy		6 60	6 85
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.50 base; Winnipeg, $7.00. Cut, f.o.b. Winnipeg, $7.65.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in...........	$6 61
30 in...........	8 93
36 in..........	10 50

Stephens'

REGISTERED TRADE MARK

Barn Paint

Makes Friends with Farmers

Stephens' Barn Paint makes friends with the farmers and sales for the dealer. Its surface-saving features attract favorable interest among the farmers that results in repeat sales and new business with profit for the dealer, who stocks and sells this popular barn paint. To-day farmers insure their buildings and stock from various dangers. Point out to them the advantage of insuring against decay in their buildings, with Stephens' Barn Paint. It will pay you to sell Stephens

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs...	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.......	6 75

OILS—

	Gallon
Kerosene	0 32
Gasoline	0 46
Black (summer)	0 33½
Black (winter)	0 34
Imperial kerosene tractor...	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium..	1 43
Do., heavy	1 48
French C, medium	0 85
French A, heavy	1 10
Transmission, No. 1	0 75
Steam cylinder, No. 650C..	1 05
Volunteer, reg. gas engine..	0 60
Century castor machine	0 50
Melrose Harvester machine..	0 65

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors..	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT.

	Buttweld, Steel		Gen. Wrot. Iron	
Per 100 ft.	Blk.	Galv.	Blk.	Galv.
⅛ in.	$ 6 12		$ 8 55	
¼ in.	5 67		8 01	
⅜ in.	5 81		8 15	
½ in.	7 74		9 45	
¾ in.	9 59		11 84	
1 in.	14 18		17 55	
1¼ in.	19 17		23 76	
1½ in.	22 91		28 40	
2 in.	30 83		38 25	
2½ in.	50 00		62 00	
3 in.	65 39		81 09	
3½ in.	82 85		101 75	
4 in.	98 19		120 51	
4½ in.	114 30		141 84	
5 in.	139 29		165 38	
6 in.	172 89		214 52	

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

POLISH

	Doz.
O-Cedar—	
4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20
Liquid Veneer—	
4 oz.	2 40
12 oz.	4 80
1 quart	10 00
1 gal.	2 34
Bon Ton—	
¼-pints	1 85
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel.......	$5 35
No. 158, gal. 5" wheel......	5 72

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.........	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c, No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in, ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A.		Star	
	Quire	Ream	Quire	Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 85%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box............	$26 25
20 x 28 I.X. box............	29 50
20 x 33 I.C. box............	32 50
20 x 33 I.X. box............	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H. & N.	Jump
No. 0........	$2 40	$....	$....
No. 1........	2 85	5 20	3 85
No. 1½......	4 85	7 85	5 70
No. 2........	6 00	11 00	9 00
No. 3........	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal....	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 35-5-2% discount.

Colonial Imperial, Pearl, 6-2% discount.

Premier, Canada, Diamond, plus 25%.

Whitewear, 25-5-2%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 20-10-7½-2½% discount.

Stamped Ware, retinned, 15-10-5-2% discount.

Pieced Tinware, ordinary list, plus 75%.

Pieced Tinware, copper bottoms, list plus 95%.

Sheetiron Ware, list plus 57½%.

Light Galvanized Pails, plus 57½%.

Tubs—

Light, plus 57½%.

Heavy, 47½%.

Pails and Tubs, plus 57½%.

Jap. Coal Hods, list plus 72½%.

Galvanized Coal Hods, list plus 87½%.

WASHERS—

Size	Case lots	Less
3/16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5/16 in.	18 10	18 60
⅜ in.	16 75	17 25
7/16 in.	15 70	16 20
½ in.	15 10	15 60
9/16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30

WASTE

Cream, polishing $0 30

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$5 75
Solid	5 50

WELL WHEELS

	Doz.
Cast, covered, 8 in.......	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U.S.	$ 5 70
General purpose	7 00
Stone	13 75
Navvy, doz.	105 00

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6 inch	$1 40
8 inch	1 55
10 inch	1 75
14 inch	2 45
18 inch	3 50
24 inch	5 05
36 inch	9 45
Trimo—	
10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

	— Dozen—	
Always Ready	Black	N. P.
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	74 85
Regent	62 40

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

MR. HARDWARE DEALER:—

BUY in MOOSE JAW

SERVICE and PRICE UNBEATABLE

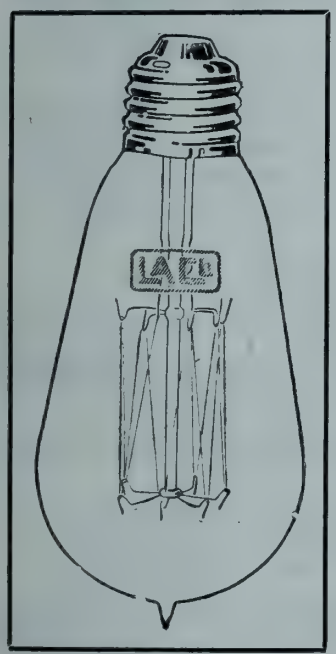
WE CAN SUPPLY ANY SIZE IN

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building

TRY US AND BE CONVINCED

LACO LAMPS ARE GUARANTEED



You never saw an article so scientifically built or so delicately adjusted—that carried so strong and so powerful a guarantee.

When you handle LACO Lamps you are not *guessing*—you are not *hoping* your customers will get satisfaction—you are *guaranteeing* it to them absolutely and without equivocation.

By actual performance and by every test

LACO LAMPS ARE BEST

GREAT WEST ELECTRIC COMPANY, LIMITED
WINNIPEG

If interested, tear out this page and keep with letters to be answered.

"DULUTH"

Sectional Hardware Store Equipment

A Vital Factor in Making Sales

All wise, experienced dealers appreciate the value of properly displayed goods and a neat, handsome, modern looking store as factors in making more sales. The visible suggestion of well displayed goods creates a desire in the customer to purchase. But increased sales are only profitable when attained at minimum expenditure. Duluth Store Equipment increases sales and reduces costs, because it saves clerks' time, simplifies selling, permitting of cheaper help, saves space—increasing size of store at same rent, increases turnover without additional capital.

It will pay you to investigate this practical, modern and complete line of Hardware Store Equipment. Take advantage of our free store planning service. Write for our new booklet, "Increasing Sales and Cutting Costs." You will find it mighty interesting.

Makers of "Duluth" Sectional Hardware Store Furniture.

Duluth Show Case Company, Duluth, Minnesota, U.S.A.

MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving. They are made to order.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses. Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA

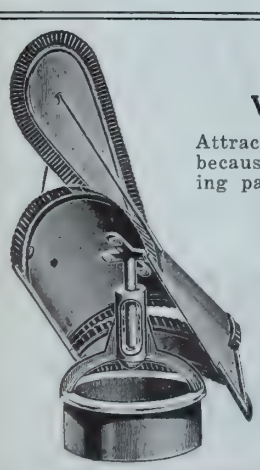
P. R. BRECKEN, Limited
Manufacturers' Agent
108 Sixth Avenue West
CALGARY ALBERTA

CASE TIRE TOOL - EASY

Takes off—puts on Clincher Tires quickly New great invention. Also **Case Rim Tool** takes rims off tires. Malleable. Ask any dealer, or send $4.50 to

MOTOR NECESSITIES CO. OF CANADA
231 Somerset Bldg. Winnipeg, Canada

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.



O-Rib-O

Volcano Chimney Top

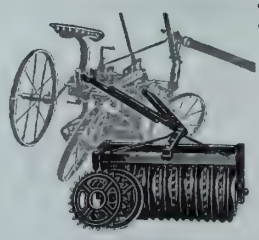
Attracts the customers and closes sales because the Deflector—the lower slanting part shown—receives wind through the sloped opening directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys. Sells readily for homes, stores, churches, factories and as a ventilator for barns and warehouses.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

Plow Attached Packers and Harrows

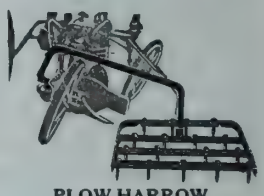
WE MAKE THE BEST LARGE PACKERS SOLD



MULCHER

LEADERS IN OUR LINES

Write for Price List and Catalog



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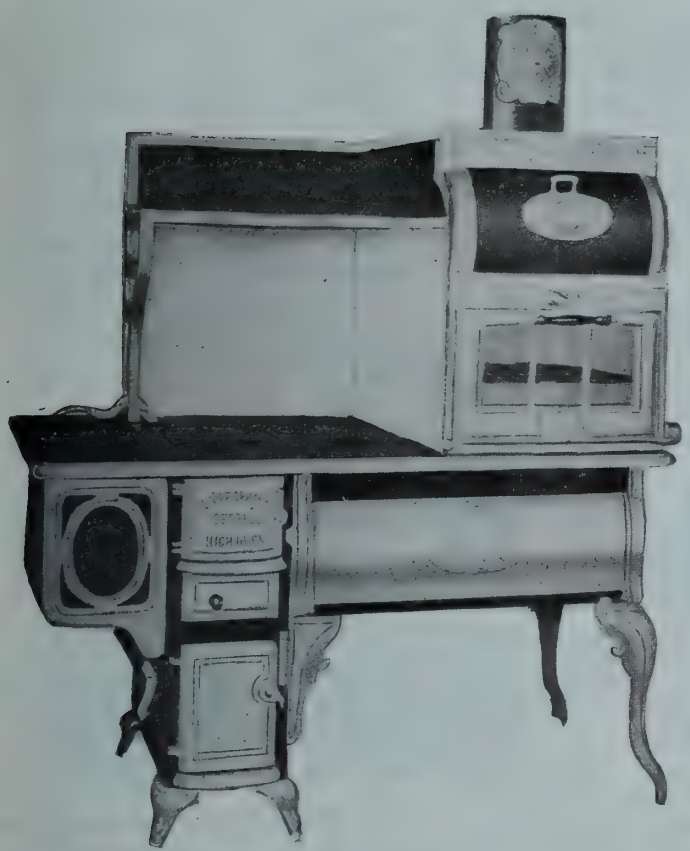

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THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
H. W. Johns Manville Co., Toronto, Ont.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
Marquette M.g. Co., Inc., The, St. Paul, Minn.
The Locktite Mfg Co., Windsor, Ont.
John Morrow Screw & Nut Co, Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc, Toronto.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., The, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co, Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co., Ltd., The, Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co, Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

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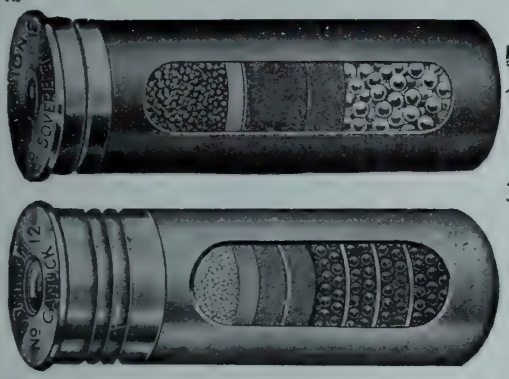

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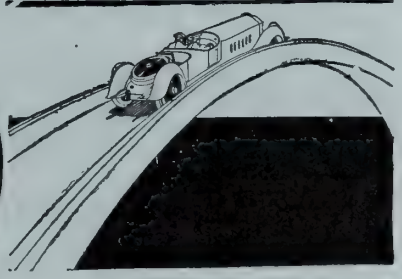

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THE BUYERS' GUIDE

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Smythes, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
National Hardware Co., The, Orillia, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The Nationaal Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co., Hartford, Conn.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

MORROW

High Speed and Carbon Twist Drills

Made in Canada by Canadian workmen, Morrow High Speed and Carbon Twist Drills are an all-Canadian product. Used exclusively, they directly increase production—more holes with less regrinding.

Buy Canadian products and keep Canadian money for Canadian trade.

John Morrow Screw & Nut Co., Limited

Ingersoll **Canada**

London, England : 7 Hop Exchange, Southwark, S.E. 1

"Largest, best equipped Plant in the Dominion manufacturing Set Screws, Cap Screws, Engine Studs, Semi-Finished Nuts."

"Sole Distributors for the Ingersoll File Company's Files."

Try your Jobber first.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Barrett Roofings, Cements Industrial Paints etc.

OUR extensive advertising in the leading Farm and Technical publications is creating a big demand all over the Dominion for these Barrett Products. They offer an opportunity you can't afford to miss if you want quick sales, sure profits and satisfied customers.

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

EVERY progressive farmer in your community is almost surely a customer for Creonoid.

For every farmer knows that constant annoyance by flies makes cows give less milk and horses do less work; and that lice and mites keep hogs from fattening and hens from laying.

Creonoid is an effective destroyer of flies, lice and other verminous pests. It is easy to use and so inexpensive that it pays for itself many times over in the better health and the increased production of livestock and poultry.

If you are not carrying Creonoid you are missing a chance to increase your profits and, at the same time, confer a real benefit on your farm trade.

Creonoid is put up in: 1-gallon cans (12 to the case), 5 and 10-gallon cans, ½ barrels and barrels.

We can also supply, in any desired quantity, a low-priced sprayer, designed especially for applying Creonoid.

Everlastic "Rubber" Roofing

THIS popular roll roofing covers more farm and factory buildings than any other ready roofing on the Canadian market.

It is made of the best grade roofing felt, thoroughly saturated and heavily coated *on both sides* with durable waterproofing materials. It sells at a low price and can always be depended upon to give long and satisfactory service.

Everlastic "Rubber" Roofing comes in three weights: light (1 ply), medium (2 ply) and heavy (3 ply). Each roll contains 108 square feet of roofing, and nails and cement for laying.

Everjet Elastic Carbon Paint

A LUSTROUS, black carbon paint for use on all kinds of metal and wood, particularly on surfaces exposed to severe conditions.

Positively without an equal as a protective coating on farm implements, machinery, smoke-stacks, steel bridges, metal roofs, etc.

Everjet Paint is waterproof, acid-proof and alkali-proof. Prevents rust and corrosion. Is easy to apply, wonderfully durable and very moderate in cost.

Put up in standard-sized packages, from 1-gallon cans to 40-gallon barrels.

ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.

The Barrett Company LIMITED

MONTREAL WINNIPEG TORONTO VANCOUVER

THE BUYERS' GUIDE

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

A Sweeping Demand

Dust is dangerous. It is the duty of every merchant who handles necessities of life to eliminate dust as much as possible.

Dust rising before the sweeping broom lodges on the shelves, the merchandise, the display counters, carrying with it all the deadly contagion of disease.

IMPERIAL

FLOOR DRESSING

(Standard)

(*Formerly "Imperial Standard Floor Dressing."*)

—is a non-evaporating, wood preservative that cleans the surface of floors and *prevents dust from rising.* You can sweep your floors without danger of raising the dust if you treat them with Imperial Floor Dressing. One gallon will treat a floor surface of from 500 to 700 square feet, and one application will assure you of clean and dustless surroundings for months.

Stock up! The spick and span appearance of your store will demonstrate effectively the dust-killing qualities of Imperial Floor Dressing and help you sell it.

"Made in Canada"

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

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THE BUYERS' GUIDE

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calendar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

"I Drove 8 Blocks To Buy Oil Here Because You Have A Bowser"

"I used to buy gasoline and oil wherever I happened to be near a supply, and my car was never giving me the same uniform action I desired. Now, since I come here, my motor is running fine."

Such is the story told to countless BOWSER owners.

BOWSER ESTABLISHED 1885 **Storage Systems**

Bring Profitable Trade

Once you have a BOWSER Curb Gasoline Pump installed you begin to get the motorist's trade. The BOWSER Lubricating Oil Storage completes the service.

Then you have Satisfied Trade, Clean, Accurate, Safe and Profitable Business, because BOWSER SYSTEMS bring just such results.

Figure 64
Lubricating Oil Storage For Single Unit or Battery Installation

You will be interested in reading our literature and studying the pictures of actual installations. Write for it.

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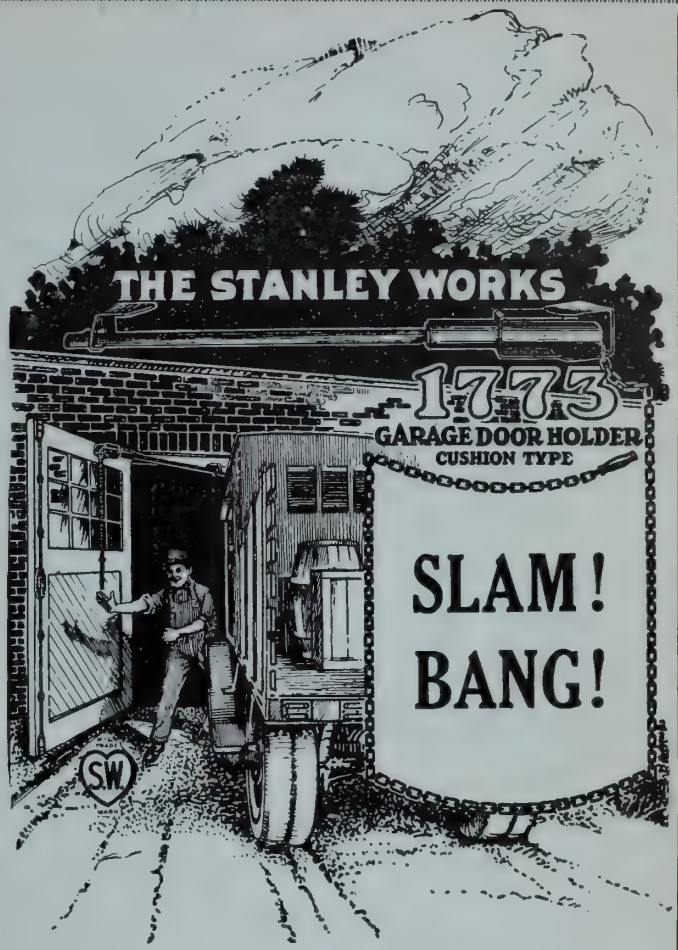

The shock is taken up by the springs (covered by a cylinder), relieving all strain on the hinges.

Ideal for factory, public and unusually heavy garage doors.

(An illustrated folder R72 on the No. 1773 is ready for distribution among hardware dealers).

Canadian Representative:
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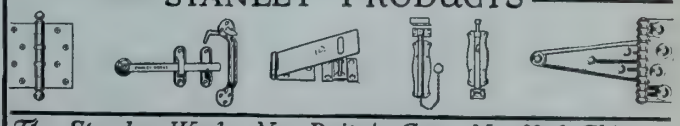

The Stanley Works-New Britain, Conn., New York, Chicago.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of Every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wool Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Phonographs
Jas. H. Cummings, 180 North State St., Chicago., Illinois.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
E. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd. Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

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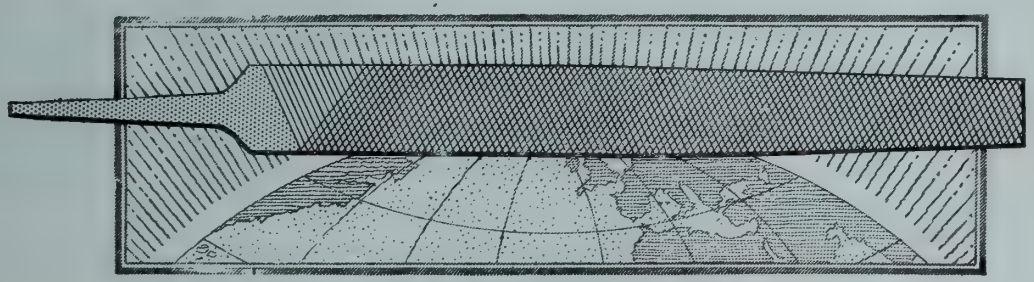

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THE BUYERS' GUIDE

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sifters, Ash
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.

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THE BUYERS' GUIDE

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Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Walker, Vallance, Limited, Hamilton, Ont.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

British Made
RAZOR STROPS

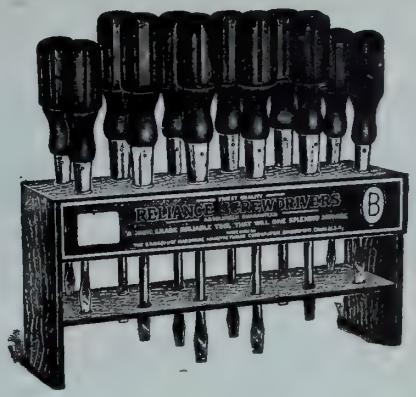
Will Please Your Trade

We have them in stock to meet jobbers' needs and our prices are very attractive.

Why not sell the better strops?

Wire or write for prices

Dingley Brothers Export Limited
Lindsay Building, Montreal
W. T. Evans, Canadian Representative



Reliance Screw Drivers

Place this display stand on your counter. It sells the goods.

Contains four 4-inch, four 5-inch, and four 6-inch **Reliance Screw Drivers.** Strictly High-Grade Tools and every one absolutely guaranteed. Rubberoid handle, nickel plated ferrule with a blade tempered like a sword.

The Bridgeport Hardware Mfg. Corp.
Bridgeport, Conn.

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Aluminum Cooking Utensils and Specialties

Viko Goods have, by consistent service, earned the great reputation of being of a superior wearing quality.

The Largest and Most Complete Line of Aluminum Ware in Canada

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OF CANADA
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ALUMINIUM INGOTS,
SHEETS,
MOULDINGS, ETC.

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THE BRITISH ALUMINIUM COMPANY, LIMITED
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Eastern Agents: Spielman Agencies, Montreal

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THE BUYERS' GUIDE

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
Americaan Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Heapeler, Ont.
Maxwells, Ltd., St. Marys, Ont.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Great West Smelting & Refining Co., Vancouver, B.C.
The Hoyt Metal Co., Toronto.

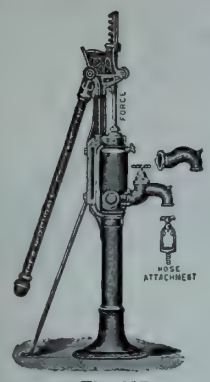

Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

MAPLE LEAF HAND SAWS

are the Canadian Standard

No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA

No. 318 Flush Pull—Cast Brass—3⅜" x 2 1/16"

BUILDERS' HARDWARE

Building has advanced tremendously this year. The demand for reliable builders' fixtures has advanced at the same time. Builders now buy Stratford fixtures, knowing that they are made from the highest quality of raw materials, by experienced mechanics.

We manufacture Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, Etc.

The Stratford Brass Company,
Limited
STRATFORD, ONTARIO

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EVEREADY DAYLO

The Leading Distributors

Our Reputation for Prompt Service is well known. With our complete Stock Your Order is Not Delayed. Order Now.

Our Catalogue is Yours for the Asking.

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

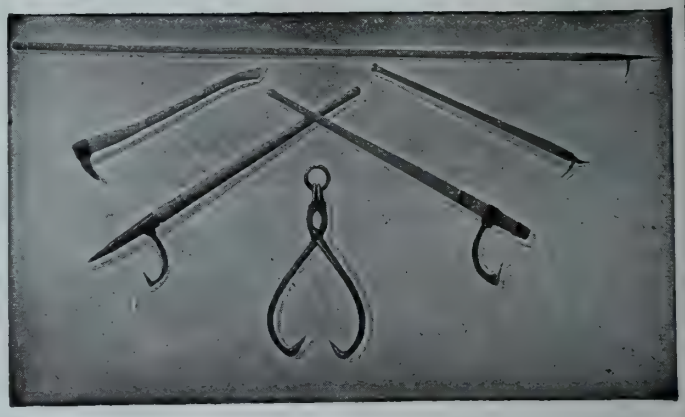
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



We are Eastern Canada representatives for the celebrated

V.D.L.
Tires and Tubes

and

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Aluminum Products

A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.

HURTUBISE LIMITED

Successors to

North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL CANADA

ANY SIZE # WIRE **ANY TEMPER**

Bright, Annealed, Tinned, Coppered, Galvanized, Lacquered, Etc., for all Purposes

BALE-TIES

Single Loop and Cross Head

Large Stocks for Immediate Shipment

We manufacture and maintain the Largest Supply in Canada

THE

LAIDLAW BALE-TIE CO.

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H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.
Norman Jesiman, 505 Hastings St. W., Vancouver, B.C.

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The Pendulum of Prosperity *for* Daylo Dealers

Still Time to Profit—Wire for Material

FASTER and higher swings popular interest in the vast Eveready $10,000.00 Cash Prize Contest. By hundreds of thousands the public have been crowding to Eveready Dealers' counters and the ring of the cash register sings a song of success for this great sales-increasing plan.

Have you the Contest Picture, the lodestone which is attracting all this attention? If you did not get in at the big getaway, remember that half-a-loaf is a mighty large profit and you can still join the dealers who are doubling and tripling their sales of Daylo and Eveready Tungsten Batteries.

Don't lose another day's sales but wire your jobber for 1920 Team Work Blank and Contest Material.

EVEREADY DAYLO
TUNGSTEN BATTERIES
MAZDA BULBS

Canadian National Carbon Company
Limited
Toronto

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CARTER'S

Your Paint Customers Need Carter's Genuine Red Lead

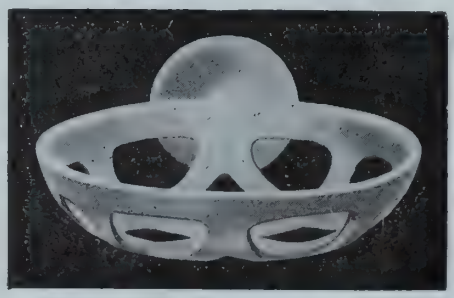
Pure, uniform and economical Carter's Genuine Red Lead is the best protection for metal work of every description.

When mixed with pure linseed oil it possesses every quality of a perfect Red Lead—free flowing, uniform in film and with unusual covering capacity.

We also make Carter's Genuine Orange Lead, Dry White Lead and Litharge. It will pay you to keep an ample stock on hand.

The Carter White Lead Company of Canada, Ltd., 91 Delorimier Ave., Montreal

Sno-Wite
Enameled Fixtures



C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

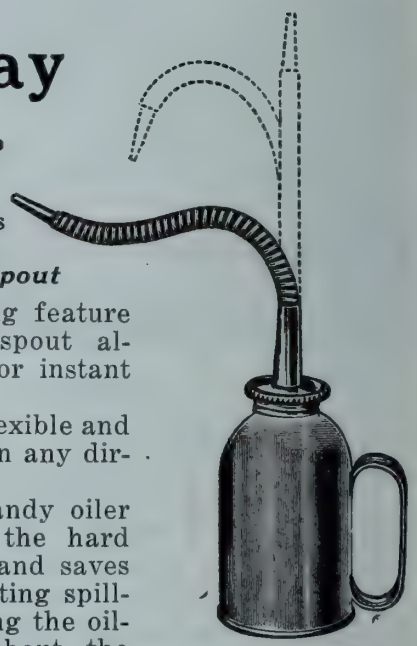
Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.
CHICAGO, U.S.A.
Ask Your Jobber

The All-Way Oiler

R.R. Oiler

Saves 50% on Oil Bills



Flexible Spout

A self-cleaning feature renders the spout always ready for instant use.

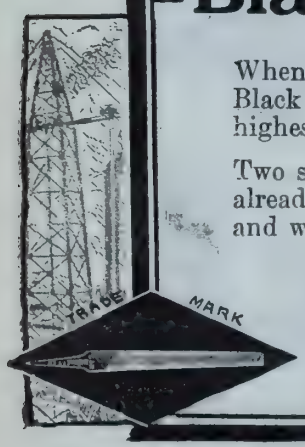
The spout is flexible and may be bent in any direction.

A reliable, handy oiler that reaches the hard places easily and saves oil by eliminating spilling and missing the oil-hole. Ask about the All-Way Oil Gun, and Combination Funnel and Filler.

For Locomotive, Machinery, Threshers, etc. In two sizes—No. 4, 1 pint and 10" spout; No. 5, 1 quart and 11" spout.

THE ALL-WAY OILER MFG. COMPANY
196 KING STREET WEST - TORONTO, ONTARIO

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works
G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

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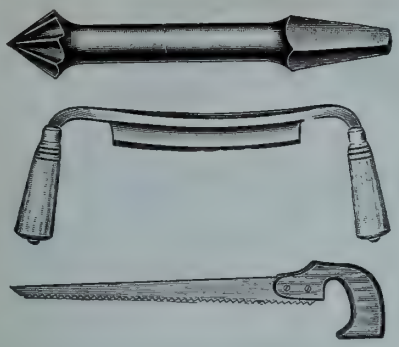

The Crescent Line

Small Tools and Hardware Specialties

HERE is a widely known line that makes good sales and brings good profits. There is good reason for their popularity. Made from carefully selected materials under the most advantageous manufacturing conditions and rigidly inspected, they satisfy customers and bring good trade.

Ask Your Jobber

Campbell Agencies

TORONTO, CANADA

The Crescent Company, Meriden, Conn.

Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

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Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.

Williamsport, Pennsylvania

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

WHERE VALUE COUNTS

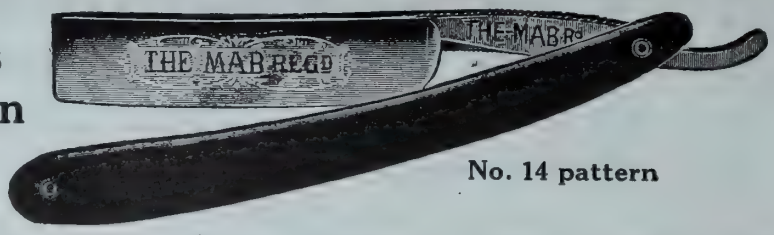
Our policy always has been and always will be to give men who shave the **most** razor value for their money.
Whether a customer pays $2.00 for a razor or $5.00, he wants a good shave.
We have put the material and workmanship **into** G. W. Korn's Razors which assure men getting the maximum number of shaves **out** of them. The line is big—the profits worth while.

GEO. W. KORN RAZOR MFG. CO., - - LITTLE VALLEY, N.Y.

Canadian Office: 140 McGill Street, Montreal

The Famous "MAB" RAZORS

25 years reputation



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Dwarf size for self-shavers

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"Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

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Why not save time and make money by using our eavestrough, conductor pipe, ridge roll and valleys on those contracts of yours. We also make corrugated iron roofing and siding, ventilators, elbows, etc., and also carry a full line of Barrett's ready and rubber roofing, etc.

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When the efficient, modern advertiser finds his reputation firmly established, the confidence of the trade firmly held, distribution ideal and his product and trade-mark thoroughly familiar, he directs the full force of his continuous advertising toward increasing the uses of his product by showing the dealer and his salesmen each week new uses for his goods that both stimulate sales and increase the consumer satisfaction with the product.

A weekly message to the whole hardware trade of Canada through Hardware & Metal is productive, profitable and reliable "business insurance" for the future.

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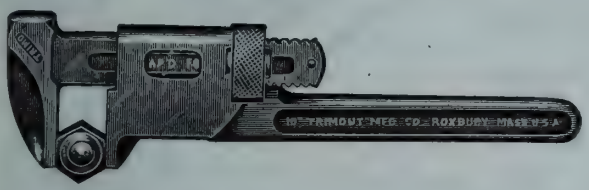
The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



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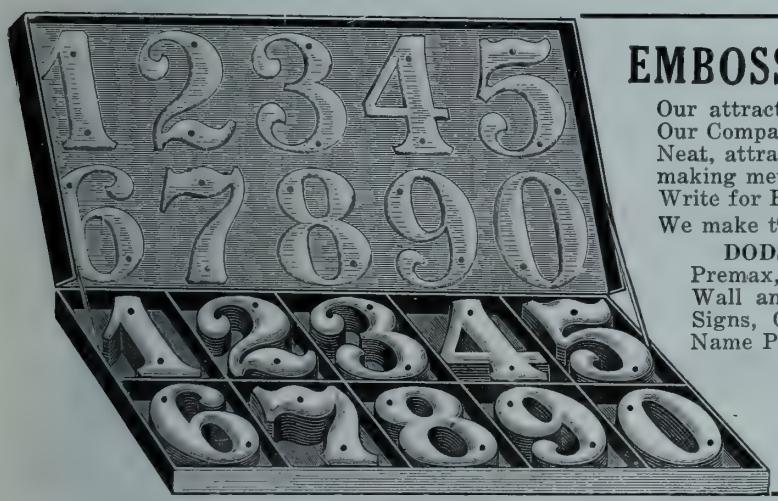

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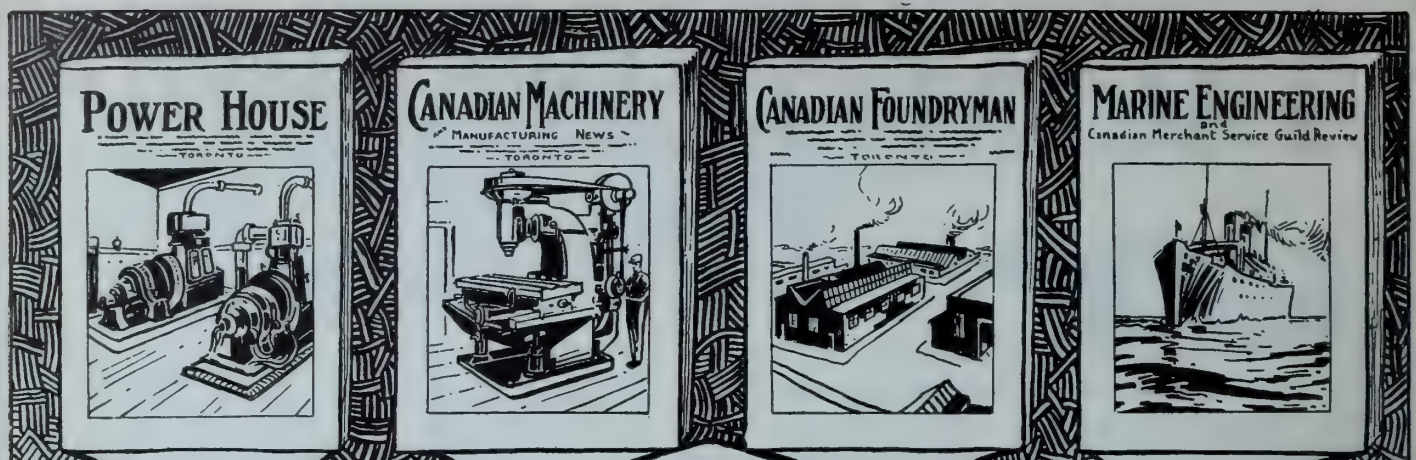

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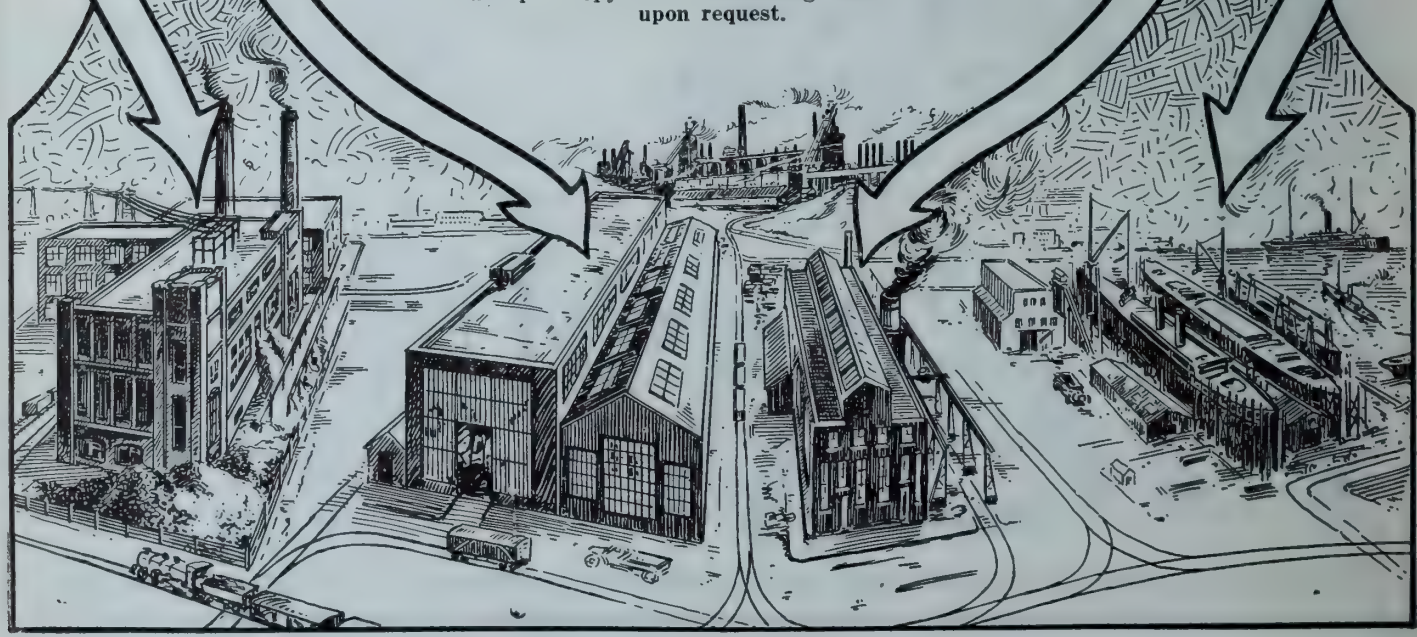

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Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

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We will be pleased to give you our estimate on your next order.

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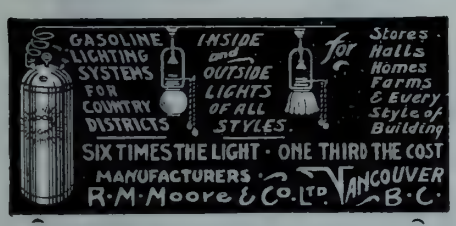

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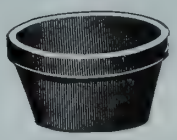

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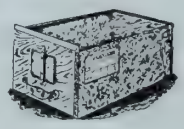

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Our illustrated catalog will show you the range of styles.

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ARNETTIZE YOUR STORE

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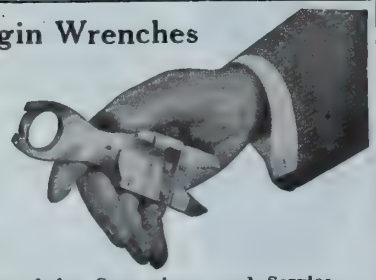

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Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

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The sale of

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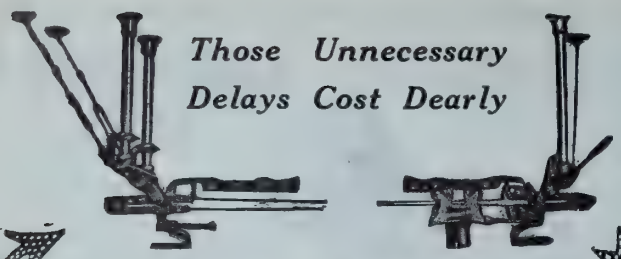

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Is it not painful to watch or experience the delays in many stores—unnecessary delays. And how often do we hear it stated? "I do not care to trade at B's; theirs is not a good system, and it takes too long to be served."
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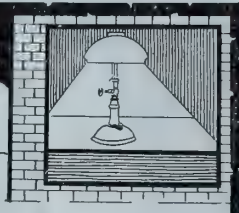

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P. & L. Top Dressing just does the trick, dries fast, looks good.

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We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

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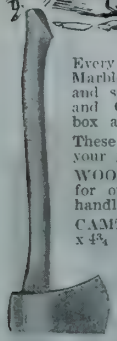
Utility Equipment



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"CAVENDISH" CUTLERY & PLATE

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GOLD MEDALS. GRAND PRIX.

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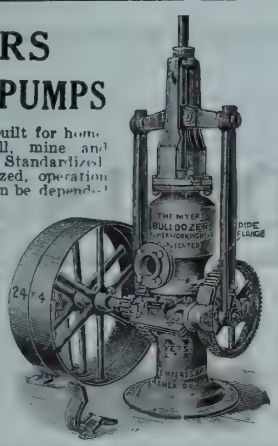

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is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

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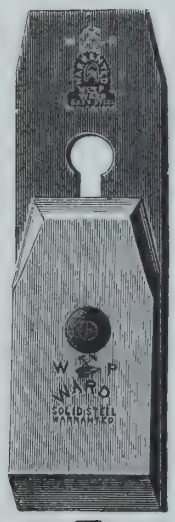

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We are in a better position than ever to supply the Canadian market. Order from your jobber or write our nearest agent.

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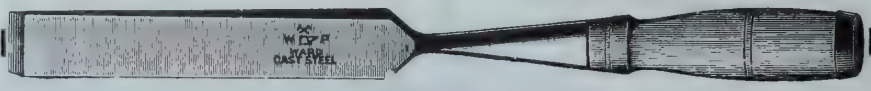

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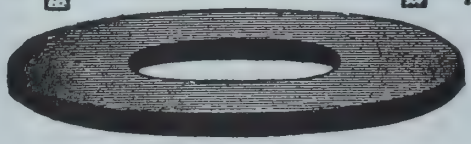
ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Paprus Pie Plates

WALTER WOODS & CO.

Hamilton and Winnipeg

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Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

PICKS

No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY
234 Griswold St. Warren, Ohio, U.S.A.

PIPE STRAPS
(Electro-Galvanized)

Assorted Sizes
¼ inch to 3 inch

Also
Metal Stamping for Manufacturers

WALTER H. WICKWARE
53 Booth St.
OTTAWA CANADA

PARIS
REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

PLUMBS **SAND'S** LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, McKinnon Building
TORONTO, ONT.

H.R.S & C°
Regd. Trade Mark

HARDWARE
HEAVY & SHELF

METALS
ALL DESCRIPTIONS

Henry Rogers, Sons & Co., Ltd.
Estab'd 114 Years
WOLVERHAMPTON, ENGLAND
Representatives: Harry F. Moulden & Son, Winnipeg, Man.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
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WE SHIP PROMPTLY

NORCROSS
GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS
Sole Mfrs. BUSHNELL, ILL.

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OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

No. 32 Torch.
List Price, Each, $16.00.
Ask for discount.

How Is Your Stock of C. & L. Fire Pots and Torches?

It pays to be ready for every emergency and keep your stock well in hand. Better anticipate your wants now so that your orders may receive prompt and careful attention. It always pays to buy the best. The C. & L. line has stood the test of time and to-day is used wherever gasoline and kerosene can be obtained. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
DETROIT, MICH., U.S.A.

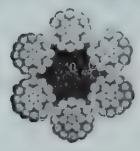
CRANE FLANGED FITTINGS

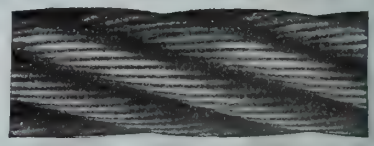
CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST PATRICK ST
MONTREAL

BRANCHES: Toronto, Winnipeg, Vancouver.
SALES OFFICES: Halifax, Quebec, Ottawa, Calgary.

WIRE ROPE AND FITTINGS





OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

Made in Scotland.

TRADE MARK
"MORRISCA"

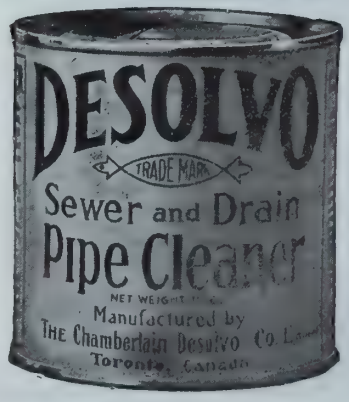
Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN



DESOLVO
Pipe Cleaner

Desolvo sewer and drain pipe cleaner will clear clogged and frozen pipes safely. Increase your Spring business. Desolvo sells itself

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives:
Richardson & Bureau,
55 St. Francis Xavier St.,
Montreal, Que.

Ontario Representative:
L. F. Mayne, 99 Quebec St.,
Toronto.

Western Representative:
N. D. McPhail & Co.,
1329 Standard Bank Bldg.,
Vancouver, B.C.

Maple Leaf Stitched Cotton Belting Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where melting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write to-day.

The Dominion Belting Co., Limited
Hamilton, Canada

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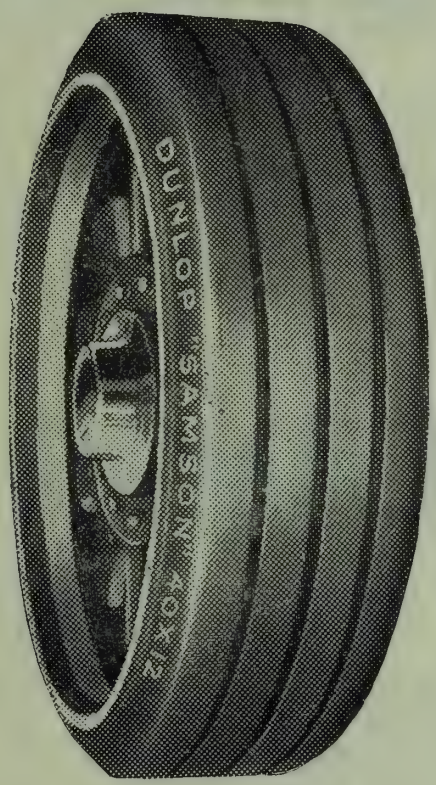
DUNLOP TIRES

SEAL OF QUALITY

MOTOR TRUCK



CHOOSE THESE TIRES FOR ECONOMY

USE THESE TIRES FOR EFFICIENCY

As a Motor Truck owner, with a desire for economy, you should investigate the following:

1. There are more cubic inches of rubber to the cross section in **Dunlop Motor Truck Tires** than in any other make of Truck Tires obtainable. That extra volume of resilient, road-resisting rubber means a lower operating cost-per-mile.

2. **Dunlop Motor Truck Tires** are made from the matchless English Dunlop formula, which has proven its worth in indisputable mileage records.

3. The wear and tear on your truck will be noticeably decreased. **More** resilient rubber means **more** buoyancy—less damage to the truck's mechanism and to its contents—as well as a marked saving in fuel consumption.

4. If you use the new

"SAMSON"

Tire you will enjoy a confidence born of the knowledge that your tires can bear, without injury, an occasional over-load to save an extra trip.

5. From actual tests made, **Dunlop Motor Truck Tires** are the lowest cost-per-mile Truck Tires you can use.

Dunlop Motor Truck Tires absolutely will not split nor come loose from the steel base. You cannot chisel them off.

DUNLOP TIRE & RUBBER GOODS CO., LIMITED

Head Office and Factories: Toronto. Branches in the Leading Cities.

If interested, tear out this page and keep with letters to be answered.

"3450" Insulators Are Practically Indestructible

They are so hard and tough that they stand up under treatment that is never experienced even in emergency use in a motor or engine.

You can heat them white hot then douse them in water—knock them with a wrench—drive them through a cake of lead—drop them on the floor, and you won't find a chip or crack in the glaze.

Do you realize what this means in ignition efficiency?

Champion

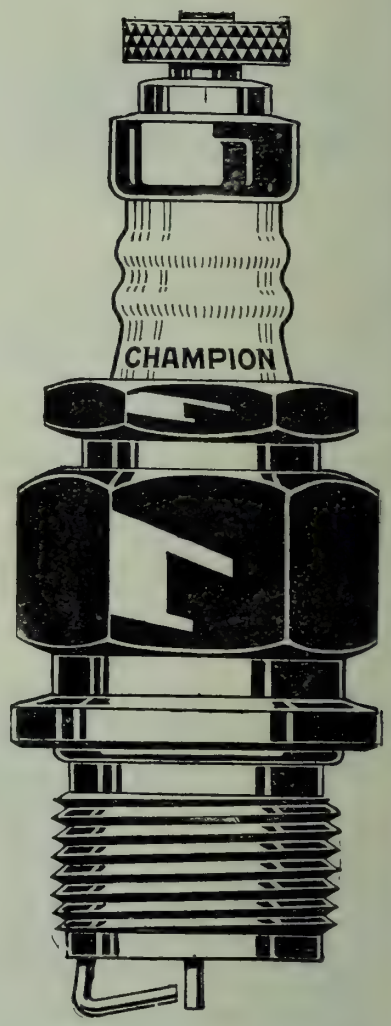
Dependable Spark Plugs

all have "3450" insulators. There's a type that will help to increase the efficiency of every motor car, truck, tractor, farm engine, motor boat, motor cycle or aeroplane.

Knowledge of this wonderful efficiency is a big sales help to the dealer who handles Champions. It creates business without the necessity of having to "sell" each customer.

Link up your store with our advertising and selling campaign, by displaying Champions and our dealer helps. It will put many dollars in your pocket without a great deal of effort on your part.

Keep the full line of Champions on hand, and get the full benefit of our promotion.



Champion A 43

⅞ inch, 18 long

Price $1.00

For use in heavy service motors, trucks, tractors and farm engines

Champion Spark Plug Co., of Canada, Limited

Windsor, Ontario

Largest factory in Canada making Spark Plugs exclusively and the only factory making "Champions."

111

If interested, tear out this page and keep with letters to be answered.

Now on the Market---

AMES HOLDEN TIRES

"Universal" Tread

AHM System

— Built for Durability.

— With a handsome ruggedness that suggests strength and fitness to every judge of tires.

— Guaranteed against imperfections in material and workmanship.

— Embodying true tire economy and worthy in every respect of the institution back of them.

Grey and Red Tubes

Dealers—Send for Price List and Sample Section.

AMES HOLDEN McCREADY LIMITED

HALIFAX ST. JOHN QUEBEC MONTREAL OTTAWA TORONTO
LONDON WINNIPEG REGINA SASKATOON EDMONTON
CALGARY VANCOUVER

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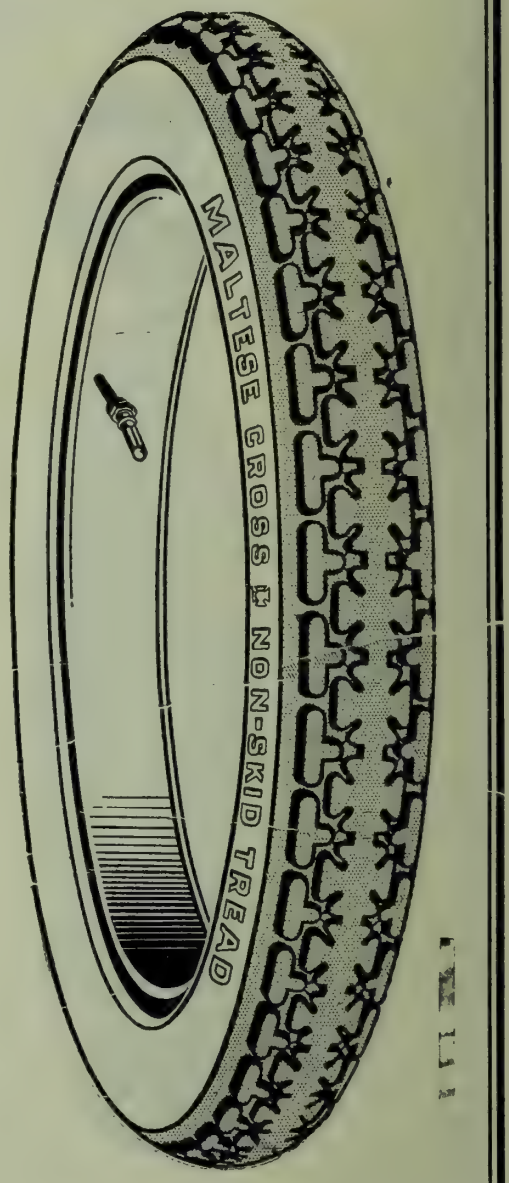
Two Big Tire Months July and August

More tires are bought during these two months than at any other time. Summer calls the motorist to the resort, the woods and the lakes. Touring is largely confined to this period. Keep tires prominently displayed during these two months. The best tires to sell are



"GUTTA PERCHA" TIRES

They will delight your customers and bring new motorists to your store. Motorists demand service from a tire—you are positive they'll get it if you give them "Gutta Percha" Tires —"The Tires that Give Satisfaction."

Gutta Percha and Rubber, Limited

Head Office and Factory: Toronto

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

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The Standard Spark Plug of the World

When Tommy Milton sped to seven new world's records on Daytona Beach, driving in one trial five miles in two minutes, sixteen AC Spark Plugs fired the twin engines of his Duesenberg. His faith in them was more than justified by their unfailing reliability and absolute precision. In the mile trial, driven at the rate of 156.04 miles an hour, the sixteen plugs delivered a total of 9,870 sparks in 23.07 seconds without a miss. Every second, 428 jets of flame converted gasoline into smashing power. What eloquent proof of AC superiority! Can you honestly tell your customers that you have a plug of other make that's "just as good"?

Champion Ignition Company, FLINT, *Michigan*

U. S. Pat. No. 1,135,727, April 13, 1915, U. S. Pat. No. 1,216,139, Feb. 13, 1917. Other Patents Pending

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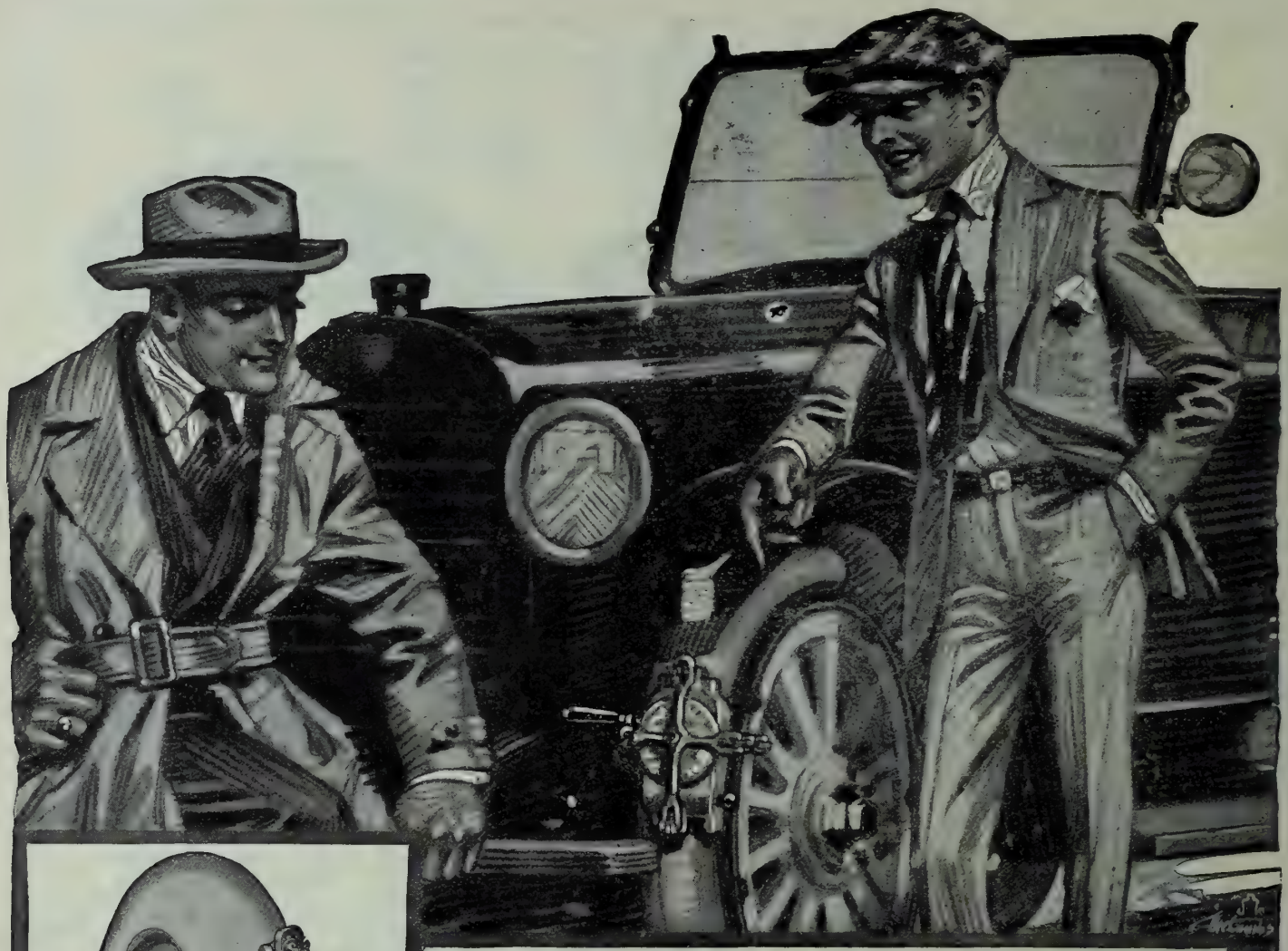
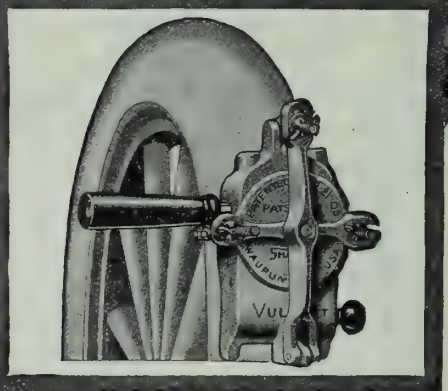




"—saves two-thirds of my Tire Expense"

"Once a week I go over my tires—and seal the little holes and cuts that ruin tires by permitting dirt, oil and water to reach and rot fabric. With the SHALER Vul-Kit I 'vulcanize' these holes with tough, new rubber that makes a lasting job of it. It takes only a few minutes—but keeps my tires good as new—prevents tire trouble—*doubles* my mileage—and actually saves ⅔ of my tire expense."

Sell the SHALER VUL-KIT

It's easy to sell. Motorists are looking for a tire-saver like this. Their word-of-mouth endorsement of the SHALER to their friends gives you a chain of sales. The repair material they buy of you to use with this vulcanizer gives you "repeat" profits that come to you regularly—without effort. You make a good profit selling the Vul-Kit itself and big, steady "repeat sale" profits.

SHALER Vulcanizers are advertised regularly throughout the year. Motorists are now reading the large, dominant advertisements in the leading national and motorist publications. Every car-owner needs a SHALER Vul-Kit—sell it to him and make these big steady profits for your self.

Order From Your Jobber Now—Write Us for Catalog

of the complete line of SHALER Vulcanizers for garages, tire repair shops and motorists' use

C. A. SHALER CO., 1506 Fourth St., Waupun, Wis., U.S.A.

Oldest and Largest Manufacturers of Vulcanizers in the World

If interested, tear out this page and keep with letters to be answered.

4 Northern Electric FEATURES

KLAXON HORNS—

Safety to pedestrians and car.

GABRIEL SNUBBERS—

Comfort on the roughest road.

BOYCE MOTO-METERS—

Accurate knowledge of motor temperature.

AUTOMOBILE MIRRORS—

Combine safety, comfort and appearance.

Write our Nearest House for Stock Shipment

Northern Electric Company
LIMITED

Montreal Halifax Toronto London Winnipeg Calgary Vancouver
Quebec Ottawa Hamilton Windsor Regina Edmonton

If interested, tear out this page and keep with letters to be answered.

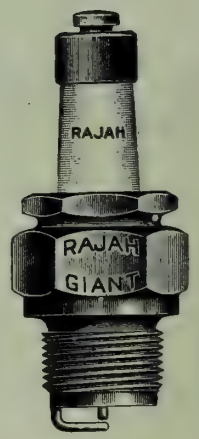
NEW RAJAH SPARK PLUGS PRICES

½" No. 2
Specially adapted for Ford, Overland, Studebaker. Can also be used in any motor made for ½" Standard plug.
Price, Plug, $1.25
Price, Porcelain, 60c.

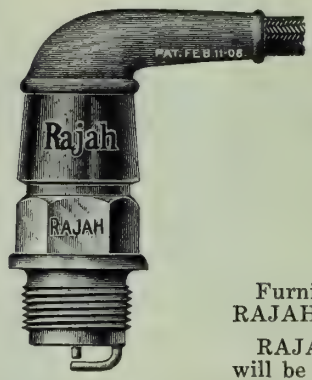
The Rajah Auto Supply Company assumes the difference in exchange.

Race drivers use Rajah Plugs for a quicker pick up, more power and higher speed. Special button top and quick detachable Rajah Terminal eliminate old style, inconvenient Thumb Screw. Simple construction, easily taken apart, cleaned and replaced. Parts interchangeable. Sturdy electrodes. Patented knife edge bushing adjusts itself to shoulder of porcelain, and permits heat expansion without injury to porcelain. Insulation highest grade, hard-fire, heat-resisting porcelain.

For all passenger cars, trucks, tractors, marine, stationary, motorcycle and airplane engines.



Also ⅞-18 Long and ⅞-18 Extra Long—firing point 1¼".
A big, sturdy, heavy duty type of plug for pleasure cars, trucks, tractors, marine and stationary engines.
Exclusive equipment Advance-Rumely Tractors.
Price, Plug, $1.50
Price, Porcelain, 70c.



The New WATERPROOF RAJAH PLUG

Furnished in all the standard thread sizes, with regular RAJAH Terminal fitting any cable.

RAJAH Ferrule Terminals, making a neater connection, will be furnished if a sample of cable is included with the order.

Used extensively during the war in aviation.

Specially recommended for Unprotected Motors—Marine, Tractor, Stationary, Airplane, Motorcycles.

Price, Plug, $1.75. Price, Porcelain, .60.

Box Assortment Rajah Terminals
A very attractive silent salesman.

Rajah Regular Clip Terminal
Fits any size cable

Rajah Thrust Clip Terminal

Rajah Hook Clip Terminal

Rajah Short Clip Terminal

Rajah Primary Terminal

Thumb Nut
With all Rajah plugs unless otherwise ordered.
Also Ball and Stud Adapters.

The Rajah Thrust Clip, Hook Clip, Short Clip and Primary are furnished with ferrules to fit any size cables.

TO JOBBERS: We will gladly furnish further information. Electros in appropriate sizes for newspaper and catalog use supplied on request.

MANUFACTURED BY

RAJAH AUTO-SUPPLY COMPANY, BLOOMFIELD, N.J.

Tear this out and file for reference.

If interested, tear out this page and with letters to be answered.

What are their brake bands lined with?

SAFETY, Service, Economy for your customers and greater profits for you, all depend on the right answer to this question—What are their brake bands lined with?

Too many people give no consideration to this question.

Here's where you can make friends and extra profits. Speak the friendly word of advice before slipping brakes result in costly accidents. Tell car-owners when their brakes need re-lining, to use Johns-Manville Non-Burn Asbestos Brake Lining—The lining that lasts longest and holds best, because it is made of the best asbestos, because it's a Johns-Manville product from mine to brake drum.

You will be surprised how much brake lining business there is and how well it pays when backed by such a dependable product as Johns-Manville Non-Burn Asbestos Break Lining.

CANADIAN JOHNS-MANVILLE CO., LIMITED

Toronto	Montreal	Winnipeg	Vancouver
London	Hamilton	Ottawa	Windsor

JOHNS-MANVILLE SERVICE COVERS THE CONTINENT

Through—

Asbestos

and its allied products

JOHNS-MANVILLE
Serves in Conservation

Heat Insulations, High Temperature Cements, Asbestos Roofings, Packings, Brake Linings, Fire Prevention Products

JOHNS-MANVILLE
AUTOMOTIVE EQUIPMENT

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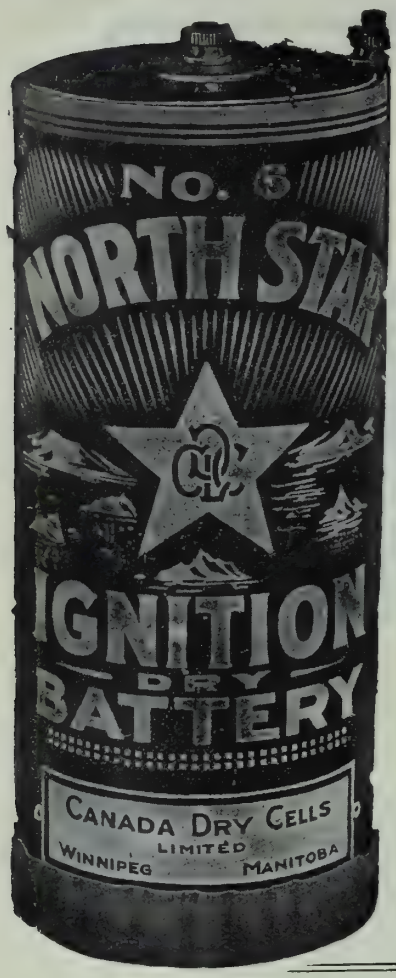


It Would Be Good Business For You

if you are not already handling North Star Batteries to stock this dependable line.

The merits of North Star batteries are widely known in Western Canada as Western batteries for Western needs.

They are guaranteed, if used under ordinary conditions, to give a stronger spark and last longer than any other battery manufactured in Canada and the price is lower than any other battery.

It will pay you to stock the full North Star line. Your jobber or wholesaler can supply you, or write direct for prices.

Canada Dry Cells Limited

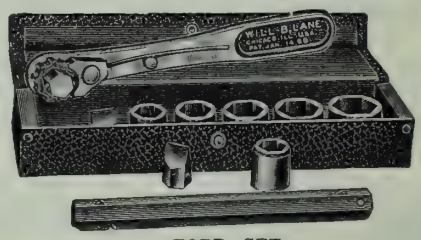
WINNIPEG, MANITOBA

Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "'Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.

SUPER-UNIQUE SET

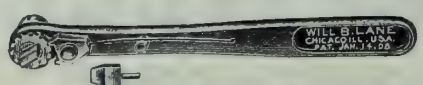


FORD SET

STANDARD SET

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.



OFF-SET RATCHET SCREW DRIVER

Manufactured by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

If interested, tear out this page and keep with letters to be answered.

Protection
The best you can sell

IN every field the name of some one product always stands forth, establishing a standard of quality by which all others are measured. In the fire-arms field that name is COLT.

For more than eighty years that has been so. In the uncertain hazards arising from the unrest of a congested city—in isolated country—amid the dangers of peace and the conflict of war—COLT protection is the best you can sell. COLT stands for the uttermost perfection in fire arms.

Just as a man owes it to his home to provide the best protection that money can buy, so do you owe it to yourself and the reputation of your house to give them the best you can sell—a COLT Automatic Pistol or COLT Revolver.

COLT'S PATENT FIRE ARMS MFG. CO.
HARTFORD, CONN.

Manufacturers of

Colt's Revolvers
Colt's (Browning) Automatic Machine Guns
Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Rifles

COLT'S FIRE ARMS

International Service

Automotive Accessories

Tools and Hardware **Garage Equipment**
Bicycles and Tires **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

Established in 1896, the B-R Co. service is based on 24 years experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.
Chicago, U.S.A.

Branches:—New York, San Francisco, Detroit. Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union

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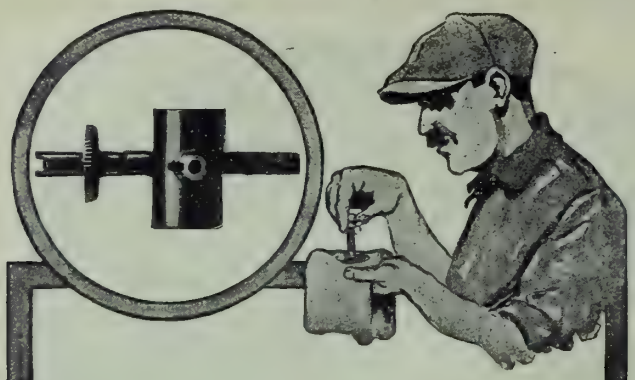


First Aid to Damaged Valves

DON'T throw away the tube because the thread of the valve is injured. Repair it in a few minutes with this handy Schrader Universal 5 in 1 tool. It consists of: Tap, Die, Valve-inside Remover, Reamer, and Deflater. With it you can remove insides from valve stems, repair damaged cap threads, re-tap inside thread, ream damaged cap seat, deflate tubes. It will save you many dollars and yet costs only 45 cents anywhere in Canada.

Made in Canada by

A. SCHRADER'S SON, INC.
334 East King Street, Toronto
London, Eng., New York, Chicago

SCHRADER UNIVERSAL VALVE REPAIR TOOL

M&S The Plug with the Hotter Spark

The ball point of the "M&S" plug creates a larger and hotter spark, causing more complete combustion. This hot spark will give your car new life and more power.

The three-in-one terminal is adapted to any style ignition wiring. The high-grade chemically glazed porcelains are interchangeable—one porcelain fits all plugs.

No.	Models
500—	½" Standard
501—	⅞" Standard
502—	⅞" Long
503—	⅞" Long with Chevrolet Terminal
506—	½" Long
504—	Regular Porcelain
505—	Chevrolet Porcelain

Dealers—The "M&S" plug is standard equipment on the new Overland "4". Ask your jobber for them.

MACHINE & STAMPING CO., Ltd.,
1209 King St. West,
TORONTO
Commercial Dept.
Russell Motor Car Co., Ltd.,
26

Spring Shackle Bolts

For Grease, Oil or Tapped-in Head for either Grease or Oil Cup

Complete Line of

Pressed Steel and Brass Grease Cups; Oil-hole Covers and Oil Cups, Brass Pattern Makers' Dowel Pins.

Write To-day for Catalogue and Prices.

Cap Closed Oil Bolt | "C" Oiler | Plain Compression | "D" Oiler | Cap Open Oil Bolt

Grease Bolt

THE CANADIAN WINKLEY CO., LTD.
WINDSOR, ONTARIO

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

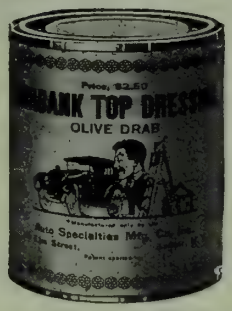
CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Four Profitmakers



Liquified Para Rubber Basis

Burbank Top Dressing

Re-dyes light-colored tops, giving a new, fresh appearance. Rubberizes and waterproofs.

Re-Knu Lining Dye

Re-dyes and refinishes the top lining—a fast color covers all stains and discolorations.

Mohair Top Dressing

will give the shabby, leaky, weather-beaten top that new appearance and durability. It re-dyes, weatherproofs and re-rubberizes the fabric, leaving it soft and pliable.

Drab Lining Dye

It re-dyes and re-finishes the inside top lining a fast light color, giving it that fresh and new appearance. Covers all stains and discolorations.

Dealers---If your jobbers cannot supply you, write to us direct for our liberal proposition

Auto Specialties Manufacturing Co.

Fort Erie, Canada

WILSON

"Little Wonder"

MIRROR

The simplest, neatest and most practical mirror on the market.

LIST PRICE $1.00

The **WILSON MIRROR** has a five inch diminishing lens set in a stamped steel frame allowing glass to be easily replaced in case of breakage.

Mirror is fitted with **UNIVERSAL CLAMP** which will fit round, square, oval or channel windshield uprights, and may be easily adapted to go on closed cars or trucks.

A truly universal mirror at a popular price.

DEALERS—Write for prices on the **Little Wonder**—The fastest selling mirror on the market.

Wilson Auto Specialties Co.

Hamilton Ontario

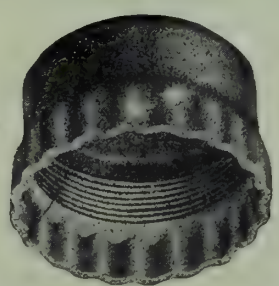
KALES STAMPINGS

Lighter, Stronger, More Economical Than Castings

Manufacturers today are adopting pressed metal parts wherever possible.

We design and manufacture dies for the production of stampings, card holders, washers, shims, etc., to meet your requirements. Our complete plant, superior equipment and efficient organization—coupled with sixteen years of experience—insure the superior quality and prompt delivery of Kales Stamping.

Write today for our catalog—enclose blue prints or samples for estimate.



KALES STAMPING COMPANY, Limited

63 Walker Road - Walkerville, Ontario

If interested, tear out this page and keep with letters to be answered.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

A large, progressive manufacturing concern in Toronto has an opening, with real future, for a young man with sales ability. Applicant must be ambitious and willing to devote considerable time and study to learning the business. Only those with these qualifications need apply. This is a real opportunity for right type of man. Give full particulars in first letter, stating age, previous experience, etc. Apply Box 253, Hardware and Metal.

WANTED

Manufacturer's Agent to handle a well-known line of Aluminum Cooking Utensils in the following territory on a commission basis:

Nova Scotia
Prince Edward Island
New Brunswick
Manitoba
Alberta
Saskatchewan
British Columbia

Apply stating reference, lines handled and how often territory, is covered to Box 49, Hardware and Metal.

PLUMBER AND TINSMITH WANTED TO rent shop, upstairs over hardware. Lots of room. Good light and good benches. A going concern for over forty years. First-class chance for a good man. For full particulars apply to Harland Bros., Clinton, Ontario.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

THERE IS AN OPENING IN THE ADVERtising sales department of Hardware and Metal for a young or middle-aged hardware salesman who has a good knowledge of the hardware trade. Must be thoroughly reliable, good appearance, and able to accept responsibility. The right type of man will be well paid for his services. Write giving complete details regarding experience and qualifications to Manager, Hardware and Metal, 153 University Ave., Toronto, Can.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

SITUATIONS WANTED

TRAVELLER WITH GOOD CONNECTION IN Ontario, and wide and practical experience in heating, plumbing, tinsmithing, etc., is open for position. Good record with well known firms. Box 300, Hardware and Metal, Toronto, Can.

RELIABLE MAN WITH EIGHT YEARS' TRAvelling experience, and good connection with big buyers of hardware, heating and metal ware lines, desires to make new connection. Good reasons for making change. Apply Box 740, Hardware and Metal, Toronto, Can.

EMPLOYER WANTED—EXPERIENCED HARDware and paint traveller, a real business-getter, with good connection Niagara Falls to Windsor and part of Northern Ontario. Best references. Box 87, Hardware and Metal.

FOR SALE

HARDWARE BUSINESS FOR SALE IN TOWN of 2,000. Situated in one of the best farming centres about 60 miles from Toronto on two lines of railway. Stock about $20,000. Real estate and fixtures, $15,000. Box 84, Hardware and Metal.

HARDWARE BUSINESS FOR SALE IN GOOD farming and fruit growing district in Grey County, dealing with the farming public. One opposition. Stock and buildings about $15,000. Ill-health reason for selling. A snap, act quick. Box 146, Hardware and Metal.

HARDWARE WALL FIXTURES FOR SALE— 40 ft. of shelving, consisting of 11 sections of 7 shelves 8" high by 12" deep, with facings of hardwood, two showcases, and 13 sections under ledge 3 ft. wide fitted with two sliding doors with showcase bearings and track. Above will be sold very reasonable as owner has no further use for them. Photo on application. Box 13, Hardware and Metal.

HARDWARE STOCK IN LIVE TOWN. TURNover 25 thousand. Stock about $8,000. Good reasons for selling. Box 395, Hardware and Metal.

FOR SALE—LARGE STORAGE TANK, SUITable for gasoline or coal oil. Capacity about 1,750 gals. Can be bought right. Terms to reliable party. Box 99, Hardware and Metal.

CLEARANCE LINE—GENUINE "SLOCOMBE" Drills are offered at a sacrifice. Sizes "C," "E," "F," and "G." Wholesalers and dealers will find it of interest to communicate their requirements to Box No. 140, Hardware and Metal.

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

WANTED

WANTED TO PURCHASE—ONE OR TWO 8' or 10' Silent Salesmen in good condition. Tourtellot Hardware Co., Ltd., Port Arthur, Ont.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

NORTHLAND SKI MANUFACTURING CO.

SKI, TOBOGGANS, SNOW SHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

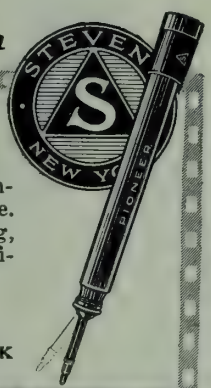
Order now for next season.

Write for catalog and Price List.

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.

Subscription price of HARDWARE AND METAL is $3 per year or less than six cents per issue.

Pioneer Grease Gun



The Pioneer is the only gun with a patented swivel nozzle which turns in any direction as easily as your finger. Has combination tip for light oil and grease. Made of seamless steel tubing, brass finished. An unusually efficient gun.

Send for Catalog 35-MC.

STEVENS & COMPANY
375 BROADWAY NEW YORK

STEVENS PRODUCTS

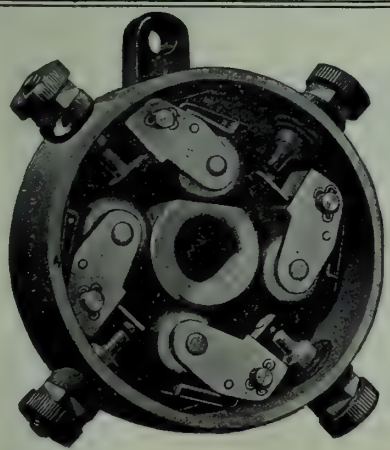
The easiest way to remove tires from split rims. Fits all types of cross cut demountable rims. Collapses, holds rim collapsed while changing and forces rim back on tire again.

Price $6.00

Sold by

NORTHERN ELECTRIC CO., Ltd.

Montreal, Quebec, Toronto, Winnipeg, Calgary, Edmonton, Halifax, Ottawa, London, Regina



Duntley Magneto Break Timer

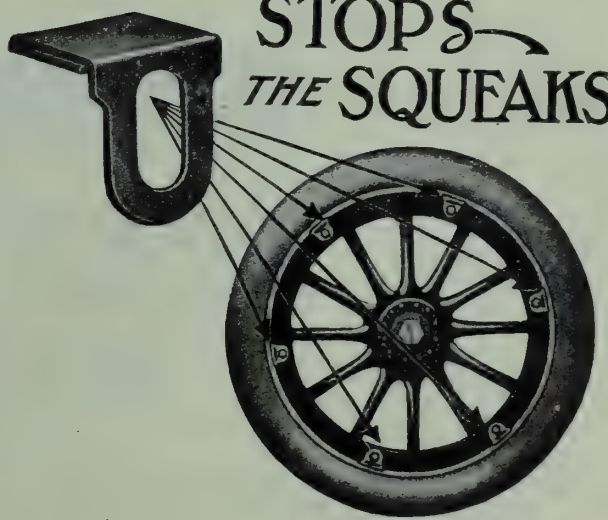
With the Duntley Timer it is unnecessary to advance the spark to start the motor, a frequent cause of injury to drivers.
Saves fuel and increases mileage.

Positive Contact and Clean Break

is constant and regular regardless of the motor speed with the result that the motor starts easily and is subject to any variation up to its maximum with perfectly synchronized ignition at all times.
The springs are the finest quality steel spring wire that will not lose its tension during the life of the car. The roller carriers are pressed steel and both carriers and springs are copper-plated and consequently rust-proof.

Write for particulars.

Franco-British Supply Co.
Winnipeg Manitoba



STOPS THE SQUEAKS

Hold Tight Wedge Plates

OWNERS— Have your repair man put them on your car when you are having it overhauled.

DEALERS—Use them in your shop and save the owners the price of a new wedge.

JOBBERS— Place your orders NOW.

Retail price 10c each, or $1.50 per box of 20. Packed in neat counter display cartons containing 12 boxes.

Ren Automotive Supply Mfg. Co.
PRESTON, ONT.

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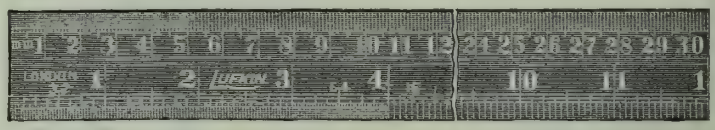

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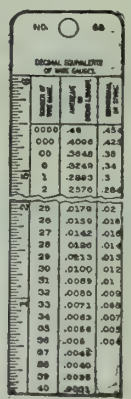
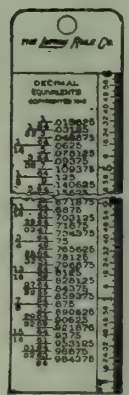
ACCURATE

FULL LINE

All standard patterns, also combination Steel Scales and Handy Reference Tables of Decimal Equivalents of Fraction and Wire Gauges, Tap and Drill Sizes, etc.

STOCK OUR LINE AND YOU CAN MEET ALL REQUIREMENTS





THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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Trade Mark Registered

Z

is for zeal, zest and zero. Zeal in making O. P. W. of superior excellence, and zest in the pleasure of painting with these easy working and spreading paints and varnishes; zero is the measure of O. P. W. faults, dissatisfied customers or complaints.

"Save the surface and you save all" *Paint & Varnish*

"Paints and Varnishes for Every Purpose."

Church Roofs

Not only in this line but in many others round about your business there are prospects. Get a systematic knowledge of these. Look about; list them and then go to work on a definite plan to sell each one.

There are practically unlimited opportunities for the alert hardwareman to sell O. P. W. Paints and Varnishes. The degree of application he reaches in developing the possibilities is the final measure of his profits and the growth of his permanent trade.

There is an O. P. W. product for every purpose. This is merely another way of saying that the O. P. W. dealer has prospects in every direction.

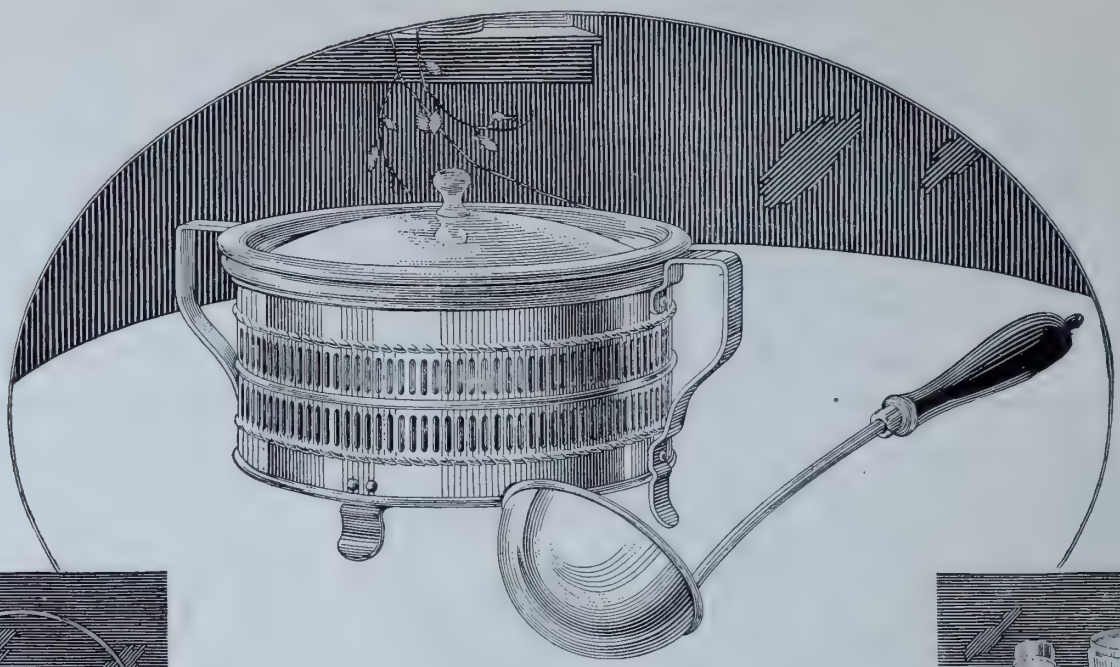
Write for details of Agency Proposition

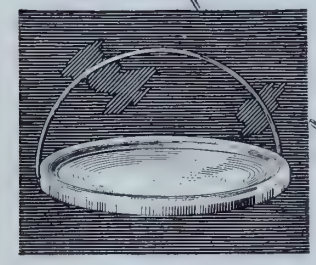
Ottawa Paint Works Limited

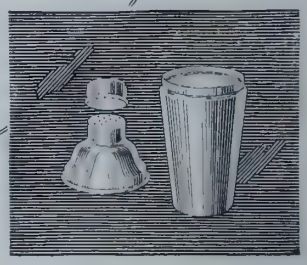
OTTAWA

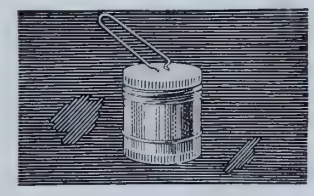
Canada

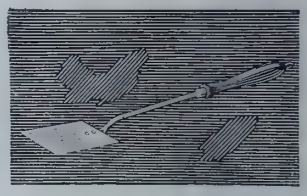
Branches: Montreal, Toronto, Vancouver

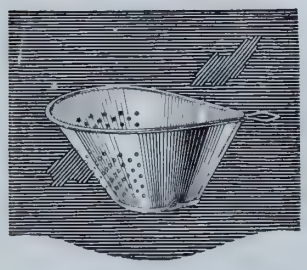


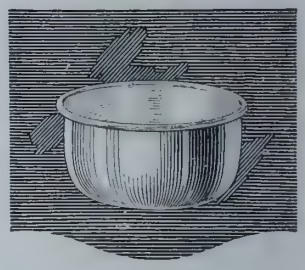












A·G·M·CO
VIKO
ALUMINUM

In Viko—Every Utensil Good Merchandising Demands

Without a stock of aluminum ware no store catering to the House-Furnishings trade is up-to-date. Aluminum is the newest and most satisfactory of all metals for kitchen utensils. It is light in weight and durable; takes heat readily and holds it long. It neither chips nor cracks.

VIKO, The Popular Aluminum, is a good line to stock. It can be sold profitably at a popular price, yet is high in quality and of improved design. Another good thing about Viko is the great variety of utensils that come in this line. Every utensil good merchandising demands can be found in Viko. For further information—

Ask Your Jobber

Aluminum Goods Manufacturing Co.
General Offices: Manitowoc, Wisconsin, U.S.A.

Makers of Everything in Aluminum

VIKO

The Popular Aluminum

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 29 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA JULY 17, 1920

They Make Satisfied Customers

Sun Varnish

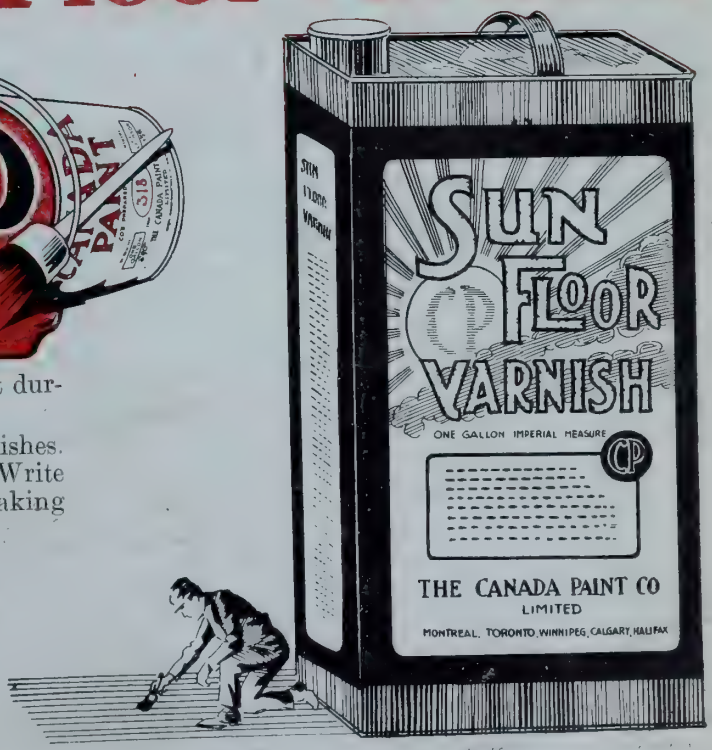
and

Sun FloorVarnish

Two excellent varnishes from the Canada Paint line. Two popular C.P. products that are increasing sales and profits for C.P. dealer agents in every community.

As a durable finish for interior and exterior woodwork *SUN VARNISH* is unexcelled, while for hardwood floors *SUN FLOOR VARNISH* provides a beautiful finish of great durability.

There is a growing demand for these dependable varnishes. The C.P. agency will enable you to get your share. Write us to-day for detailed particulars of this money-making proposition.



THE CANADA PAINT CO
LIMITED

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX
OXIDE MINES-RED MILL-QUEBEC

Makers of the famous "Elephant Brand" Genuine White Lead.

Montreal, Toronto, Halifax, Winnipeg, Calgary, Vancouver

5 cuts returned to Smith, Skeene & Moore

Splendid Support

is offered to dealers who sell this new and better dye soap.

The makers of O-Cedar products who brought O-Cedar Polish into such prominence, offer the same effective co-operation to dealers who feature ALADDIN DYE SOAP.

With your first order of 1 gross of ALADDIN you may have on request this beautiful Revolving Display Stand—a wonderful selling factor as well as an attractive counter display.

The extensive advertising of ALADDIN DYE SOAP appearing in large city newspapers will quickly turn over your stock of this magic color-maker. Comes in 18 beautiful shades—sells at 15c a cake.

Name your jobber when ordering.

Channell Chemical Co., Limited

DISTRIBUTORS TORONTO

HARDWARE AND METAL, July 17, 1920. Volume XXXII., No. 29. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

DOUBLY GUARANTEED

The reputation of Samson Farm and Garden Tools is their own recommendation of high service.

And back of this is our own guarantee of unsurpassed quality.

SAMSON

FARM & GARDEN TOOLS

HOWLANDS SAMSON QUALITY H.S. HOWLAND SONS & CO TORONTO

H. S. Howland Sons & Co., Limited
TORONTO

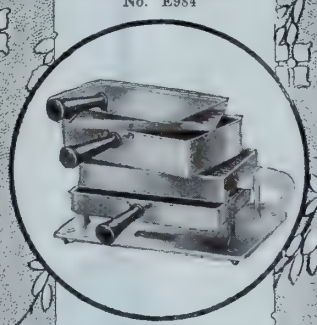
HOWLANDS SAMSON QUALITY H.S. HOWLAND SONS & CO. LIMITED TORONTO

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL *Electric Ranges and Grills*

UNIVERSAL
Portable Single Range No. E9688

UNIVERSAL
4 Heat Round Grill,
No. E984



UNIVERSAL
4 Heat Oblong Grill,
No. E982

UNIVERSAL
Portable Single
Range
No. E9841

The Line That Never Fails To Increase Your Summer Sales

This is the season when women want "Universal" Electric Ranges and Grills—they make it hot for the food and cool for the cook. Women no longer heap coals of fire on their own heads by lugging kindlings and doing coal-hod calisthenics in summer.

"Universal" Grill and Range Features

Easy to operate and keep clean.
Requires little space.
Quick heat without blaze, smoke, or odor.
Four heats, 175, 300, 350, 650—WXXXS.
Cooks everything within the limits of its capacity.
Dinner for two or three persons at a very low cost.
Two cooking operations at the same time above and below the radiant grill.

Now is the time to push "Universal" Ranges and Grills. They're widely advertised, easy to sell. The housewife is instantly interested when she is shown the "Universal" trade-mark.

Canadian Representative:

MONTREAL **A. MACFARLANE & CO. LTD.** QUEBEC

The Trade Mark Known **UNIVERSAL** In Every Home

LANDERS·FRARY & CLARK — NEW BRITAIN CONNECTICUT

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL
Garage Door Sets

How Many Autos Has Canada?

Every one Must Be Sheltered!

Canada will have four or five hundred thousand automobiles by the end of this year. About 70,000 will be built in Canada during 1920 and every car must be housed, which indicates continued heavy sales of Universal Garage Sets by hardware merchants.

The Universal Garage Set offers **the lowest price on record.** Beautiful extra heavy hardware, the very best of its kind, finished in black enamel. Auto owners are favorably impressed with this set as soon as they see it.

Time-Saving Packing

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1055 x 6-in. Wrought Steel Chain
1—No. 1056 x 6-in. Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch. Bolt.

In a neat, strong box as shown, complete, with proper sized screws. This set includes our famous No. 1240 latch, the most efficient and best selling latch on the market. The set weighs 10 lbs.; packed 6 sets to a case.

Canada Steel Goods Company, Limited
HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

LABOR SAVERS —as good as a maid

HOUSEWIVES everywhere in Canada depend on Imperial Parowax, Imperial Household Lubricant, and Imperial Ioco Liquid Gloss to save them time and work in their daily household duties.

In dozens of ways these Imperial products serve the housewife's needs and save her time. Are you getting your share of the business?

Mention Imperial Parowax, Imperial Ioco Liquid Gloss and Imperial Household Lubricant occasionally in your newspaper and dodger advertising and occasionally make a window or counter display. Do so and you will note a healthy increase in business and ***profits.***

Check up your stock to-day.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

If interested, tear out this page and keep with letters to be answered.

WHEN THE GREAT EASTERN LAID THE CABLE

"EUROPE and America are united by telegraph." On August 17, 1858, the operator on one side of the Atlantic received this message from the other side, the first message transmitted by the Atlantic Cable.

Plans for the laying of the cable were made soon after the invention of the telegraph in 1843, but it was not until 1856 that the first steps were taken toward connecting the two hemispheres. The first cable was lost, the second deteriorated after a few months service, and in 1866 the steamship "Great Eastern" laid the first permanently successful trans-atlantic cable.

Forty-two years before the "Great Eastern" completed her work, Plymouth-equipped sailing ships maintained intercourse between the two hemispheres. When steam took the place of sails and rigging, Plymouth was the choice of the ship-masters for hawsers and cargo hoists. With the advent of the cable, Plymouth became an important agency in its upkeep and the expansion of its service.

In every activity of intercourse between the old world and the new, Plymouth is playing an important role. It is the rope you can trust.

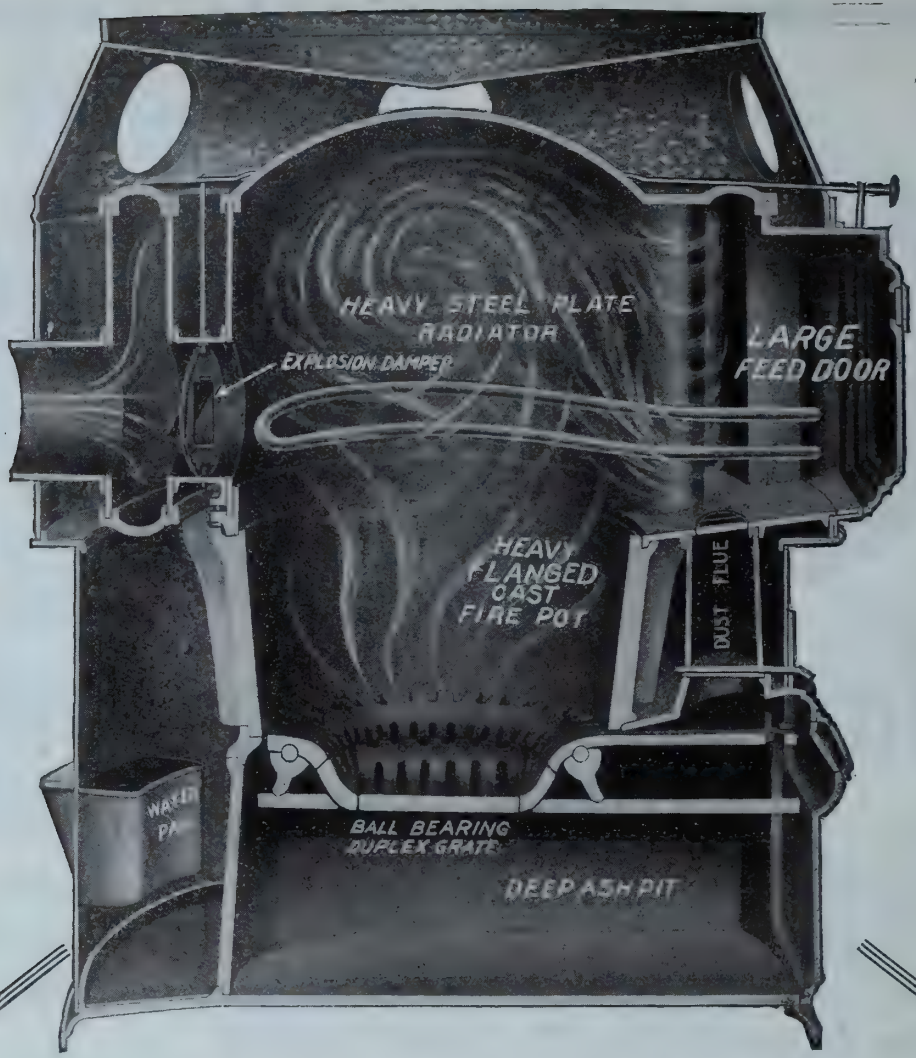
PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

PLYMOUTH ROPE

No.11

If interested, tear out this page and keep with letters to be answered.

Fully Guaranteed



Burns Coal or Wood

THE NEW IDEA WARM AIR FURNACE

If you are interested in becoming the agent in your town for a furnace that has the absolute backing of the maker and which is widely known and well advertised throughout the Country, get in touch with us at once regarding our agency proposition for the world famous "New Idea" Furnace—Now is the time to act, while building is brisk.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives :

Mr. F. C. MOORE, 143 Higgins Ave., Winnipeg

Mr. W. G. CHESTER, Hamilton St., Vancouver

WILT

"Where there's a WILT—there's the Way"

High Speed and Carbon Twist Drills, Reamers and Milling Cutters

WISE DEALERS STOCK WILT TOOLS because they are made from the best of raw materials, chosen and inspected only after a most thorough investigation and test, scientifically inspected before being used, manufactured by the most skilful workmen in a factory equipped with all the latest and best mechanical devices, and because of the constantly increasing demand for WILT Products which has been brought about by the manufacture of quality tools. Everyone of which is the embodiment of **Accuracy, Precision, Uniformity and Endurance.**

Ask us about the **Special Reamers** we are making for **Ford repair work.**

WILT TWIST DRILL CO.
OF CANADA, LIMITED
Walkerville Ontario

Trade WILT Mark

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS

If interested, tear out this page and keep with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS

Organized Care---A Goodell-Pratt Service

This shows the extreme carefulness with which Goodell-Pratt Company fill their Toolsmith Dealer orders. The original order after being entered in the books of record is immediately delivered to the stock room. To that order its own separate truck and crew is assigned. Item by item your order is set out on that truck then carefully back-checked. Whereupon the truck with the same original order, is run into the shipping room. There other employees recheck the order and then pack it securely in stout, new cases.
The greatest possible speed, least possible chance for errors, and Toolsmith Dealers benefit by this thoroughly organized system.

GOODELL-PRATT COMPANY *Toolsmith* Greenfield, Mass., U. S. A.

If interested, tear out this page and keep with letters to be answered.

Are you "convenient" or "necessary"

HOW many of the bigger manufacturers in a town, when hard pressed for tools, will—after a hurried survey of a telephone directory—'phone in a small order to the nearest jobber and—as a matter of fact—simply use him as a "convenience" in case of emergency?

Are the manufacturers not aware of the ability of the local jobber to handle their larger orders?

Or is it because the jobber has omitted to acquaint himself with the manufacturer's particular needs; or made himself so necessary that his name is bracketed with their requirements?

It is probable that investigation on the part of the jobber would disclose the fact that some of the local manufacturers are having threading troubles, which could be overcome by the introduction of GTD Specialties such as the "*Gun*" Tap with its shearing cut or the "*Acorn*" Die with its precision adjustment and increased production capacity.

When a distributor allies himself with the GTD line of screw-cutting tools and specialties, he commands the advice of a GTD Threading Specialist and also GTD service, and speedily makes a reputation with the local manufacturers as the "GTD Tool Supply House." Consequently he becomes a "necessity" rather than a "convenience."

Little Giant

WELLS BROS.

Company of Canada Ltd. Galt, Ontario

Canadian Plant of the Greenfield Tap & Die Corp

World's Largest Manufacturers of Screw Cutting Tools.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*

Wells Bros. of Canada
Galt, Ontario

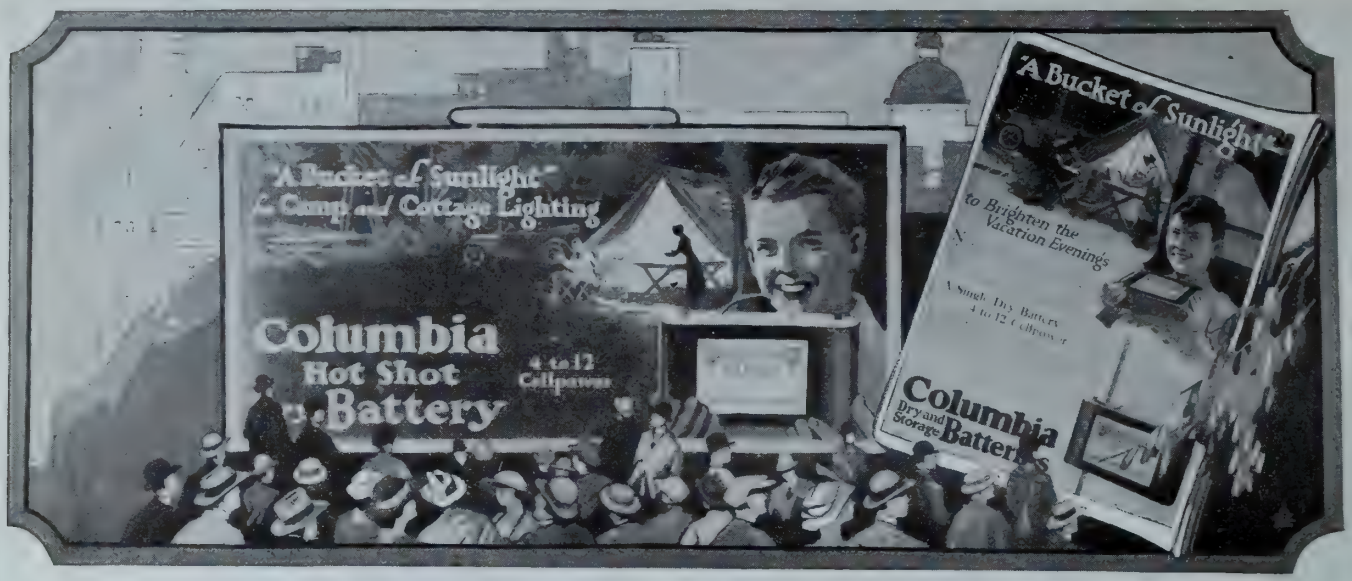
Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

*Name of person*_____

*Firm*_____

*Address*_____

If interested, tear out this page and keep with letters to be answered.



More than half a million families will see these Ads and Posters

ALL over the country, people will see the Columbia July advertising. It will ring up profits on your cash register.

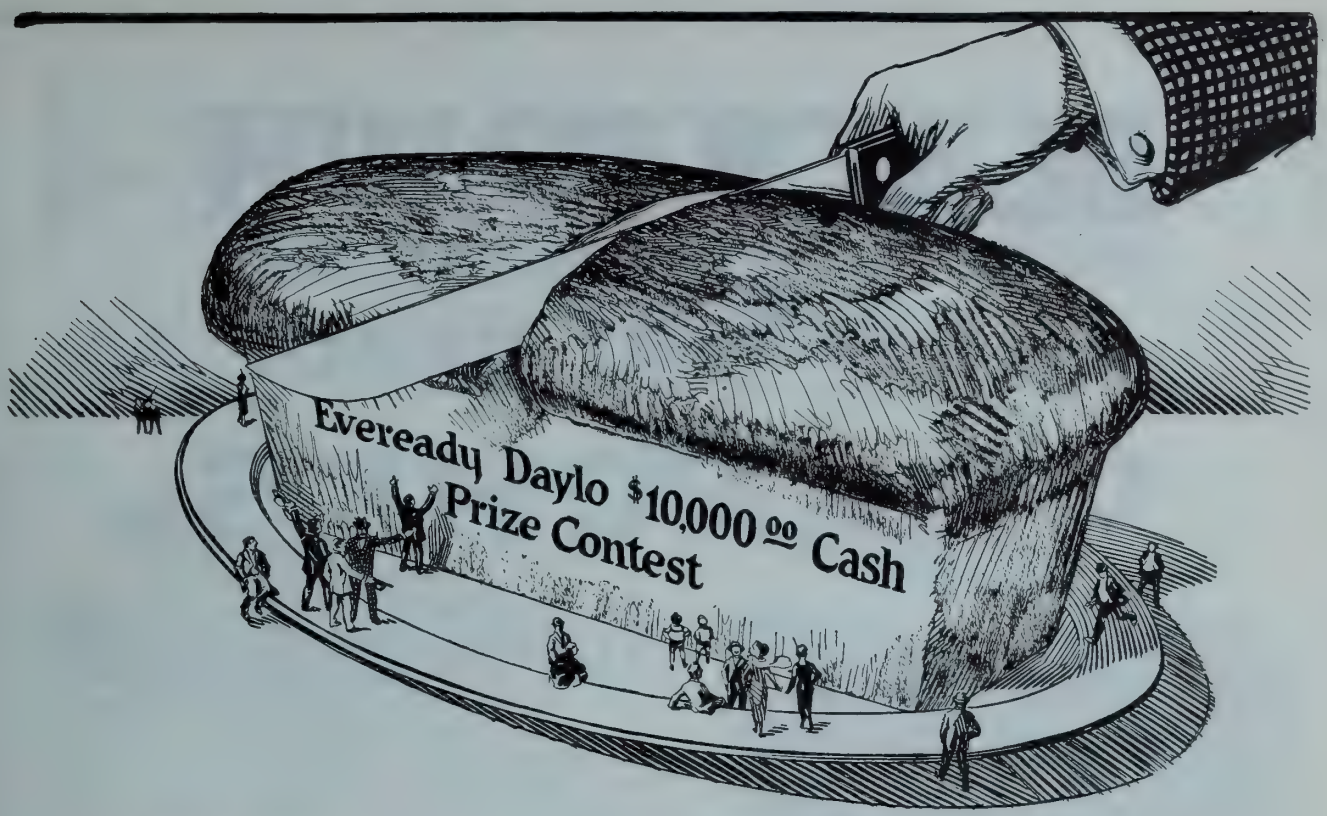
In magazines that reach over 500,000 families, and on posters that hundreds of thousands more will see, the vast utilities of Columbias will be told. Columbia advantages—for gas engine ignition—for vacation lighting—for 150 other purposes—will be emphasized. It will profit you. Take advantage of it. Ask your jobber how to get the fullest benefit.

CANADIAN MADE
for
CANADIAN TRADE

CANADIAN NATIONAL CARBON COMPANY, LTD.
TORONTO

FAHNESTOCK SPRING CLIP BINDING POSTS ON COLUMBIA CELL NO. 6, NO EXTRA CHARGE

If interested, tear out this page and keep with letters to be answered.



Half-a-loaf is a big ration in the
EVEREADY DAYLO
$10,000.00 CASH CONTEST

This window sign identifies dealers who have Contest Blanks

BRIGHT and early on June 1st the big purchasing public of the United States and Canada began to look at the Eveready Contest Picture in dealers' windows and to go right to Daylo dealers' counters to inquire about the light that says "There It Is". It was then the cash register began to hum a livelier tune to ring up profits and register success.

If you weren't in at the big opening there's still a fat harvest ahead, for this sales creating opportunity runs right through to midnight of August 1st. You can triple sales every day till then.

Don't let your cash register reproach you another day. Wire at once to your jobber for Contest and sales display material.

1	First Prize	$3,000.00
1	Second Prize	1,000.00
3	Prizes—$500.00 each	1,500.00
4	Prizes—$250.00 each	1,000.00
5	Prizes—$200.00 each	1,000.00
10	Prizes—$100.00 each	1,000.00
10	Prizes—$ 50.00 each	500.00
20	Prizes—$ 25.00 each	500.00
50	Prizes—$ 10.00 each	500.00
104	Prizes	Total $10,000.00

CANADIAN NATIONAL CARBON CO., Limited
TORONTO

If interested, tear out this page and keep with letters to be answered.

BLACKHAWK

QUALITY SERVICE FINISH A-1

RUST-PROOF WRENCHES

Combination Set No. 10

BLACKHAWK WRENCHES are carefully designed and constructed, being machine turned to insure accurate fit. They give that better service appreciated by car owners, and garage men which in turn means more sales for jobbers and dealers.

The Blackhawk line includes a wrench for every need, each tool made of dependable materials, finished by the Parker rust-proof process and guaranteed.

Sell wrenches by name. Get your trade to call for "Blackhawk." It pays.

Write for catalog and prices

Manufacturers: We make wrenches according to specification.

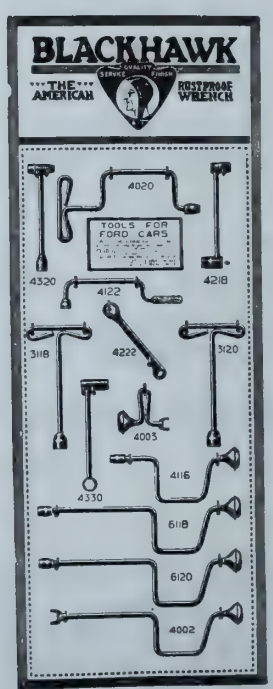
AMERICAN GRINDER MFG. CO

MILWAUKEE, WIS.

Canadian Sales Agents :

A. H. FRASER & CO., 710 McArthur Bldg., Winnipeg, Man.

Combination Set No. 8



Display Board No. 400 for Fords

Combination Set No. 6

Combination Set No. 4

Combination Set No. 2

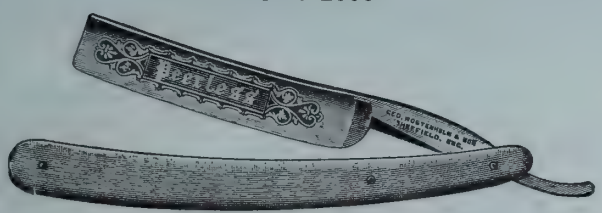
If interested, tear out this page and keep with letters to be answered.

I·XL RAZORS

GEO. WOSTENHOLM & SON LTD.

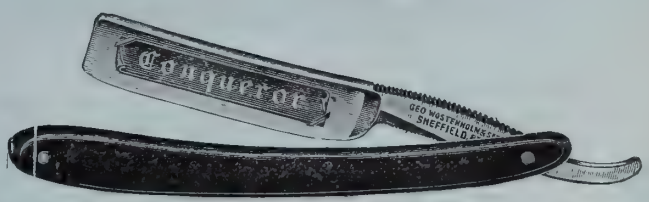
SHEFFIELD, ENGLAND

No. 2000



PEERLESS

No. 1000



CONQUERER

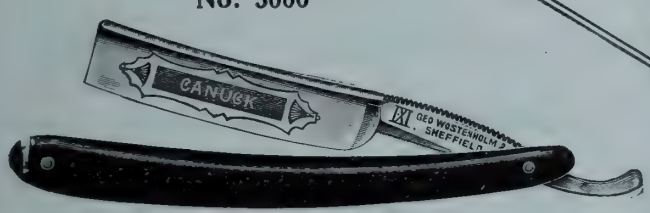
I·XL RAZORS

are made of the finest grade of Sheffield razor steel, by a selection of skilled workmen who pay most careful attention to the grinding and tempering. Each blade is carefully honed and tested before leaving the factory, and a written guarantee is placed in every box.

A merchant may build his reputation on the I·XL Brand, as it speaks for itself, creates satisfied customers, adds to the reputation of his business, and saves time and expense in making sales.

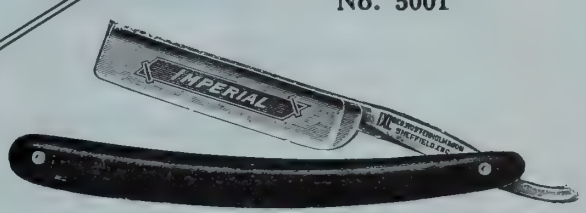
Write for Our Booklet of Illustrations and Descriptions.

No. 5000



CANUCK

No. 5001



IMPERIAL

A complete assortment of Wostenholm Cutlery may be had from any reliable wholesale house throughout Canada.

A. MACFARLANE & CO., LTD.
MONTREAL, QUE.

Sole Agents for Canada

If interested, tear out this page and keep with letters to be answered.

Look Out!

Most Hardware lines are still hard to get.

Order your Fall requirements early and avoid delivery disappointment.

Do not delay placing your specifications for Christmas gifts either.

Such as:

Community Silver Plated Ware, Cutlery, Electric Irons and Toasters, Carpet Sweepers, Percolators, Pyrex Ware, Aluminum Utensils, Coleman Lamps, Eveready Daylo Lamps.

Caverhill, Learmont & Co.

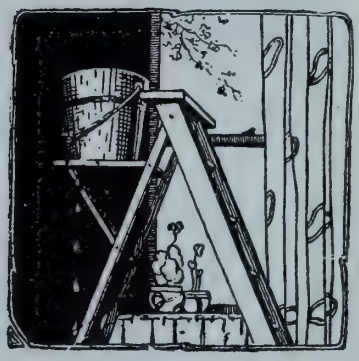
Montreal

If interested, tear out this page and keep with letters to be answered.

Story for Week Dated July 17, 1920. **Being No. 14 in the Series.**

Eddy Company Enterprise Far From Street and Store

It must not be imagined for a moment that because The E. B. Eddy Company makes use of Birch Bark canoes, and log cabins in their lumber camp operations, they are therefore less up to date in the bush than they are in the city. The two pictures on this page show scenes on the Du Moine Lake over two hundred miles from Hull. The picture above shows the steamer "Alligator" with a scow in tow, plying busily on the same waters that float the birch bark canoes, and the "Alligator" is as much a part of the Eddy plant as the latest match making machines in the Hull factory. Below is shown a view of the Du Moine Depot, with a glimpse of the lake on which the busy "Alligator" plies, helping shepherd the logs that later you will sell across your counter in the shape of matches, paper, or indurated ware.



Eddy's Indurated Fibreware Pails

No More Leaks

Since women have become such liberal patrons of the modern hardware store, the hardwaremen have found less sale for leaky, shrinking, wooden pails and rusty or scaling metal pails that are painfully hot to the touch when filled with water of moderate temperature.

Mrs. Housewife, of Canada, demands the modern, sanitary, unshrinkable, non-leaking Indurated Fibre Ware Pails—Eddy's. She buys 'em too!

If interested, tear out this page and keep with letters to be answered.

Real Protection

For the dealer and consumer is behind DOWSWELL-LEES Products

It represents 30 years of producing washing machines and wringers in large quantities with skilled workmen —the best machinery and efficient management — a combination that offers you the best value in home laundry equipment.

Arrow Brand Wringers

Our assortment embraces only machines of established reputation — mechanically correct and durably finished — a line to meet the requirements of every family.

Your nearest jobber handles and recommends them, and stocks are carried by us in Hamilton and Montreal.

THE

SEAFOAM

Electric Washer and Wringer. Convenient to operate---Absolutely safe.

Wrings while it washes, washes while it wrings.

DOWSWELL, LEES & CO., LTD.

HAMILTON, CANADA

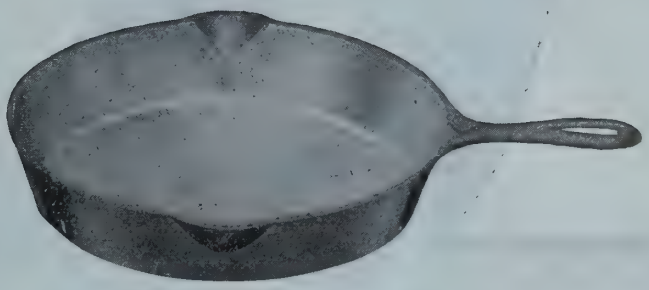
Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.

Western Representatives:
HARRY F. MOULDEN & SONS
WINNIPEG, MAN.

Eastern Representatives:
JOHN R. ANDERSON
MONTREAL, QUE.

If interested, tear out this page and keep with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED



THE WARE THAT WEARS
CAST IRON

See Your Jobber

JAMES SMART PLANT
Brockville, Canada

Cord or Fabric.

Good and Poor Business

Don't make the fatal mistake of selling poor tires. Every bad tire you sell adds the stigma of unreliability to your reputation.

Dependable tires are the only sure foundation on which to build a stable tire business.

Partridge Tires are dependable—they wear and last.

Partridge Tires are made by hand, in a factory where accuracy, precision and ceaseless vigilance in inspection assure that the finished products are as faultless as human endeavors can make them.

You cannot do your customers a greater favor; and you cannot enhance your reputation for reliable judgment quicker—than by selling Partridge Tires.

Partridge Tires are durable, dependable and economical.

Write for prices, information and advertising matter to

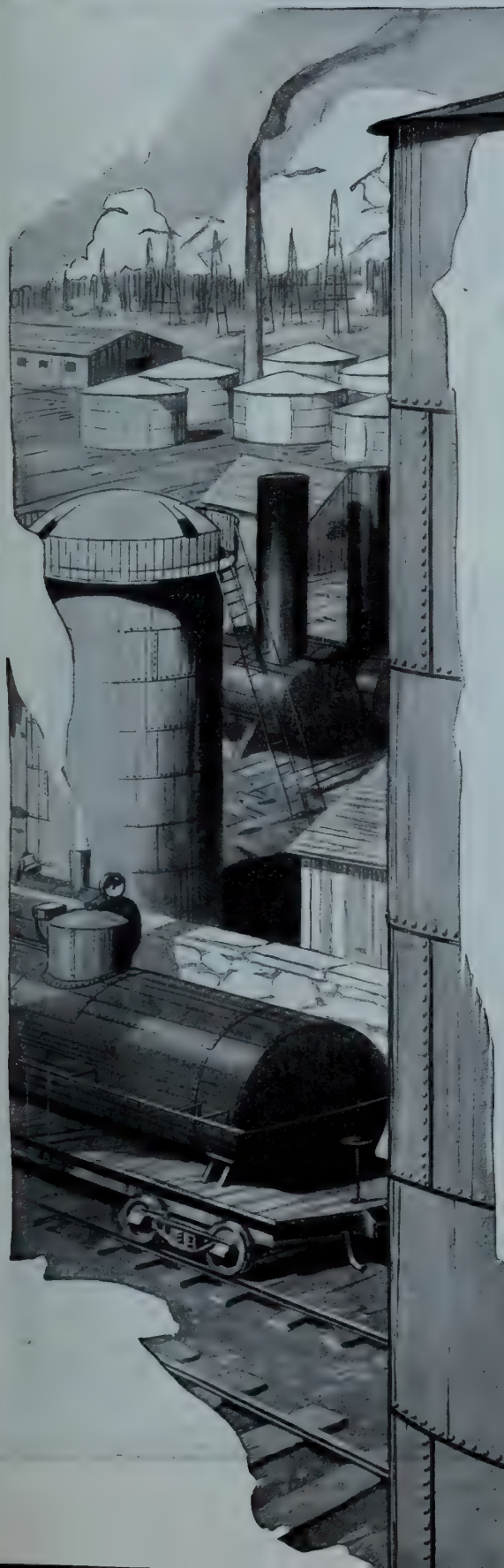
The F. E. Partridge Rubber Co., Ltd.
Guelph - Ontario

PARTRIDGE TIRES

Game as Their Name

If interested, tear out this page and keep with letters to be answered.

ARMCO
Brand of American Ingot Iron



For Long-Service Oil, Gas, and Water Tanks

OIL, gas, water, and underground storage tanks, welded barrels, and other heavy-gauge metal products made of Armco Brand of American Ingot Iron save modern industry thousands of dollars.

They cost so comparatively little for repairs and replacement that they can be well said to pay dividends on the first cost for many years. Before the big plates leave the factory, they must measure up to the highest possible standards of purity and evenness.

In other words, they must **resist** rust—and resist it long. They must be able to take and hold a coat of paint to an unusual degree. And, indeed, they must justify their investment by an exceptional career of usefulness.

The possibilities of American Ingot Iron merit the careful attention of any manufacturer or user of heavy-gauge metal equipment. Write today for list of manufacturers who are prepared to fill your needs.

THE AMERICAN ROLLING MILL COMPANY
Box 304, Middletown, Ohio

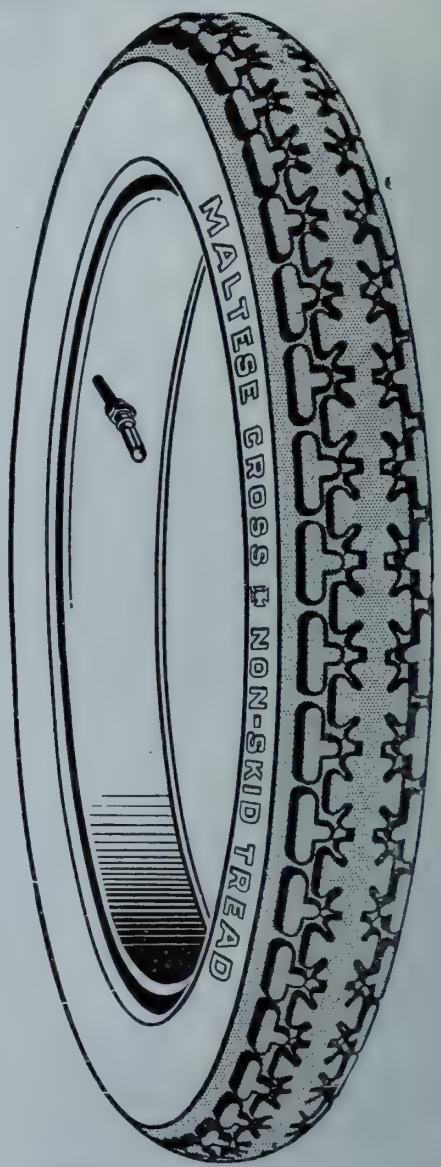
The trade-mark ARMCO carries the assurance that products bearing that mark are manufactured by The American Rolling Mill Company with the skill, intelligence, and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for them. The trade-mark ARMCO is registered in the U. S. Patent Office.

ARMCO

Get the Tourists' Trade

Tourists have unforeseen happenings when on the road, and these will be rectified as soon as the next town is reached, if the motorist can find the goods he needs. An attractive window should be put in immediately with plenty of cards to catch the motorist's eye and remind him of his needs. You'll find it will pay mighty well.

"GUTTA PERCHA" TIRES



Keep These Lines Displayed

Tubes	Interliners
Ajax Patches	Blowout Patches
Weldacut	Talc Powder
(For Tire Tread Cuts)	Running Board Mats

"Gutta Percha" Tires, Tubes and Accessories are accepted by all motorists. They know that all "Gutta Percha" Products are efficient. Put in your window to-day.

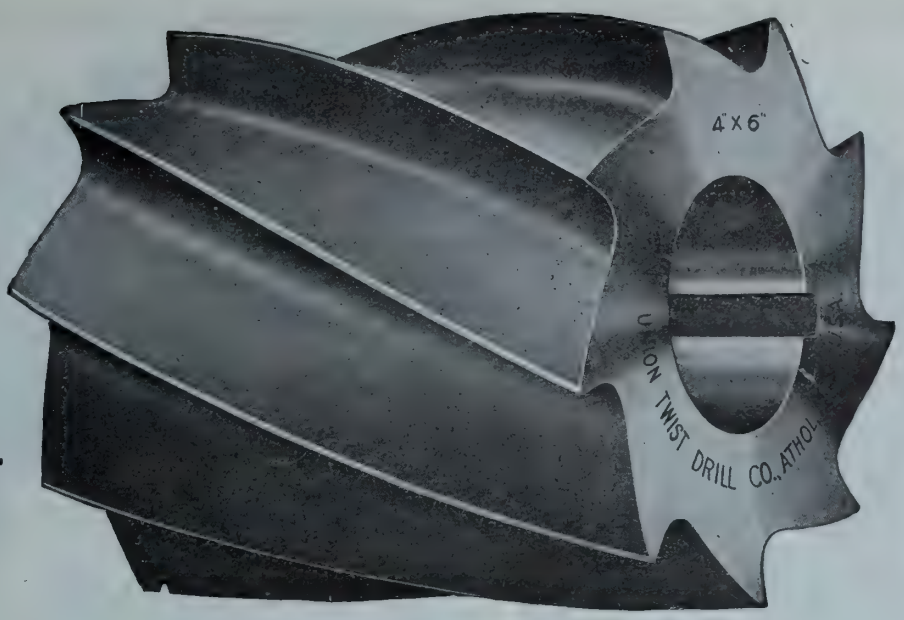
Gutta Percha and Rubber, Limited

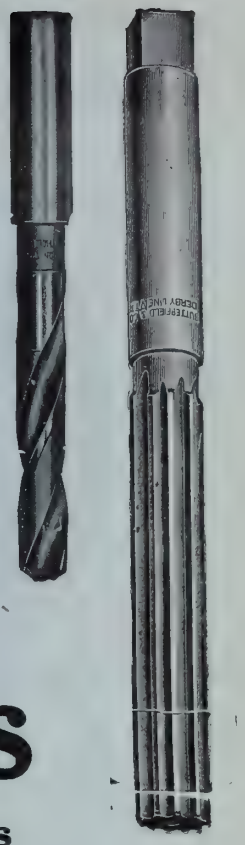
Head Office and Factory: Toronto

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

If interested, tear out this page and keep with letters to be answered.

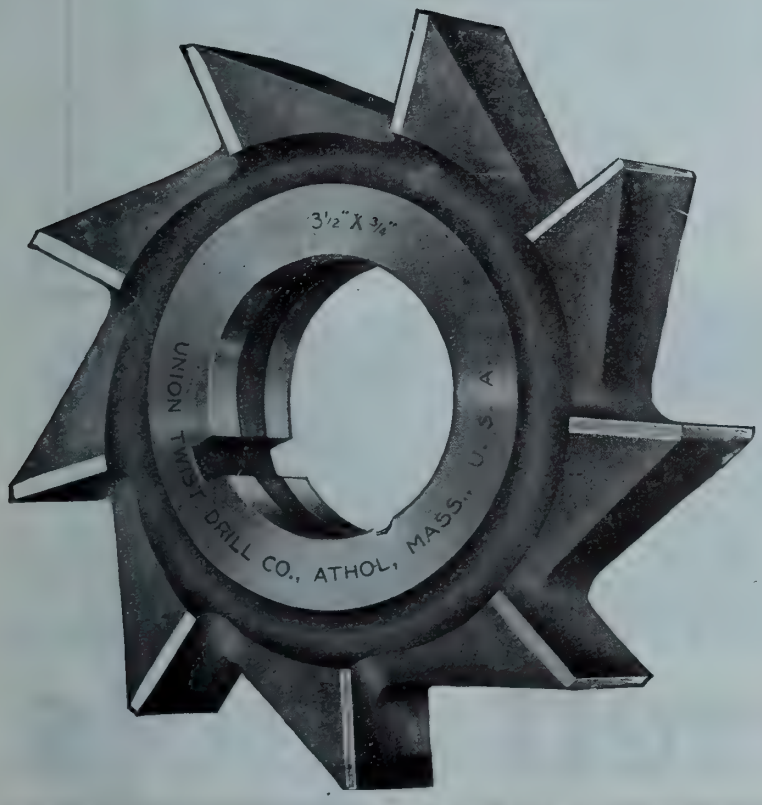
For Speed
Accuracy
Reliability
and Greater
Production





Butterfield Tools

Keep Hardware Tool Departments Prosperous



When the tool department of a certain hardware store has a superior stock of tools and carries only the tried and proven lines that machinists want, this news soon spreads around among the mechanical men and the shop and plant executives. Your display of Butterfield's makes a favorable impression and creates confidence that leads to purchases of your other goods.

Butterfield Tools are business-builders. They create satisfied customers and prosperity for Butterfield dealers.

Butterfield & Co., Division
Union Twist Drill Co.

Rock Island **Quebec**

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway, and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.

BUTTERFIELD

If interested, tear out this page and ***keep with letters to be answered.***

It takes only a few feet of film to show a Starrett sale.

You already have the buyer's confidence. He knows the Starrett reputation. He's constantly reminded of it—by the Starrett Books he reads, by Starrett national advertising. He's sold on the Starrett line, when he enters your store. Find him the particular tools he needs, and the sale is closed.

But it would take a longer movie than has ever been filmed to show the years of service he'll get out of his "buy"—a service that will pay him several thousand per cent on his investment. That's why mechanics come back again and again for Starrett Tools. Why the business of Starrett dealers is constantly increasing. They sell satisfaction every time they ring up the sale of a Starrett Tool.

It's a good idea to have your clerks read, "The Tools Mechanics Buy" Write for as many free copies as you need.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-79

Sell Starrett Tools

STARRETT HACK SAWS CUT QUICKER LAST LONGER

STARRETT TOOLS

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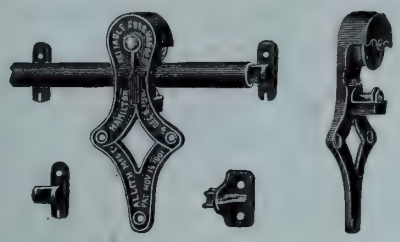
DOOR HANGERS OF QUALITY, FINISH AND SERVICE

RELIABLE

In Name
In Nature
In Operations

and assures you a reliable profit



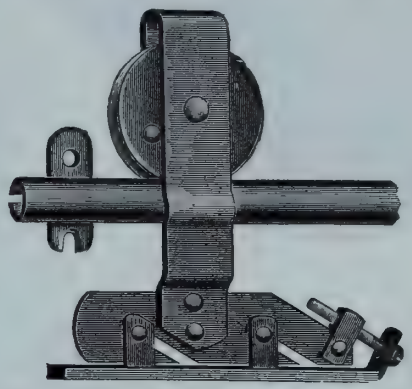
RELIABLE DOOR HANGER

The hanger with the upper and lower roller. The hanger that cannot run off the track. Made in three sizes, No. 1, No. 2 and No. 3, for any size sliding doors.

ALLITH BRANCH

Parlor Door Hangers

are coming into demand again



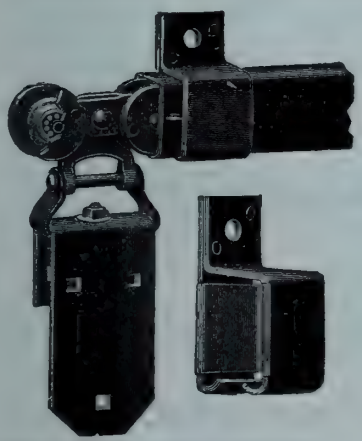
NO. 9 PARLOR DOOR HANGER

Supplied for Single or Double Doors

Slater & Barnard, Ltd SB *Hamilton, Ontario.*

QUALITY HARDWARE

The Most Popular Square Track Hanger on the Market



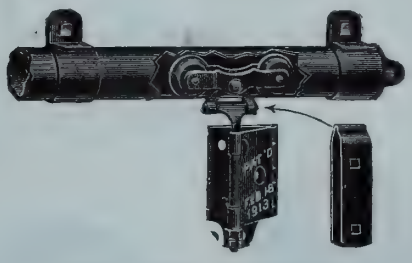
The hanger that runs in the round grooved trolley track.

ALLITH NO. 1914 HANGER

The most profitable of all square trolley hangers.

The Only Real Flush Door Hanger on the Market

The wind-proof hanger for warehouse or factory doors.



NO. 1918 FLUSH HANGER

Sells on sight.

Every prospect is a sure customer.

Mr. Dealer—Every one of our hangers are guaranteed to give perfect satisfaction. A card will bring our salesman and samples,

If you do not have our new catalogue ask for a copy.

Every one of our hangers are silent salesmen themselves. Display them in your store and see.

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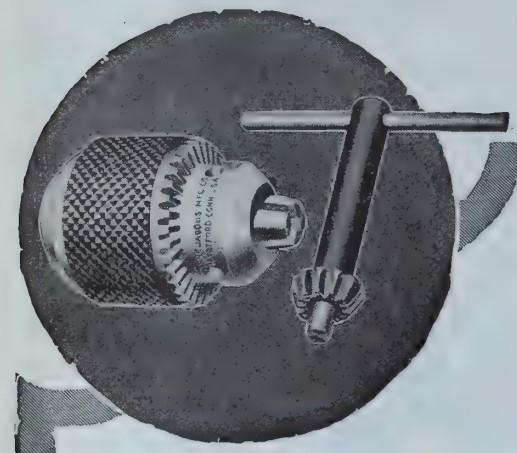
JACOBS CHUCKS



---it's the way they are made

Speed, accuracy and grip of Jacobs Chucks are the result of scientific engineering and careful workmanship through every phase of production.

To the drill user this means efficiency, convenience, ease of handling and economy in operation.

When you are selling your customers Jacobs Chucks, you are selling them better drilling. And that's what they are willing to pay for every time.

That's why Canadian hardware dealers handling mill supplies have found Jacobs Chucks a most profitable line.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

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We shall be glad to supply, in addition to our general catalogue, information on Steel Castings, Garbage Cans, Coal Hods, Oil Stoves, Elbows, Pipes, Ranges, etc., etc.

Strong and sturdily made in our Colonial Premier, or White Ware; seamless throughout, in five sizes.

DAVIDSON PAILS, while very moderately priced, are above the ordinary in quality.

The Thos Davidson Mfg Co Limited

Head Office: MONTREAL

Branches: Toronto and Winnipeg

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MATERIALS *are* SCARCE
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PLAY SAFE —

ORDER YOUR FALL STOCK OF

GURNEY
COAL and WOOD
HEATERS

— NOW —

THE GURNEY FOUNDRY CO. Limited
TORONTO, CANADA

Branches; MONTREAL WINNIPEG CALGARY VANCOUVER

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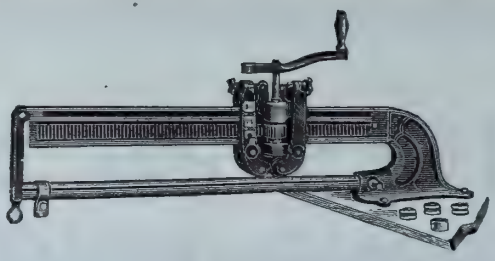
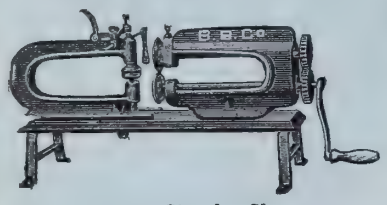


No. 30—Groover



No. 22—Circular Shear

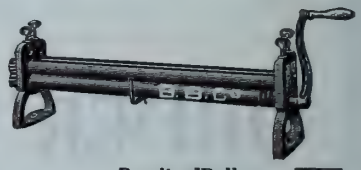
Steel Brake

Are You

using up-to-date tools or are you losing contracts on account of high labor costs.

The solution is **Install BB Tools,** which give you the maximum production at the **Lowest Cost.**

Tin Folder



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The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

YOUR BEST ASSET.

A SATISFIED CUSTOMER.

SELL HIM

P.H. or IMPERIAL FILES,

AND ASSURE HIM

The FASTEST CUTTING, LONGEST WEARING and BEST SELLING Files Made in Canada.

Your Jobber Stocks Them.

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INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Company, Limited, Sole Distributors,
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INGERSOLL

Heats Water in a Minute

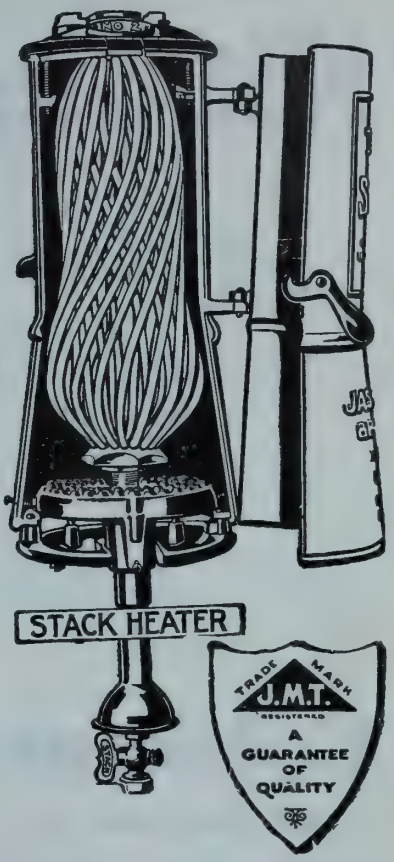
STACK HEATER

Less Gas

The network of small pipes exposed to the hot gas flame will heat water quicker than it would in one large pipe because of the greater heating surface offered. Heats water in a minute; show your prospect. No technical knowledge is necessary to see the advantages of the Stack Heater.

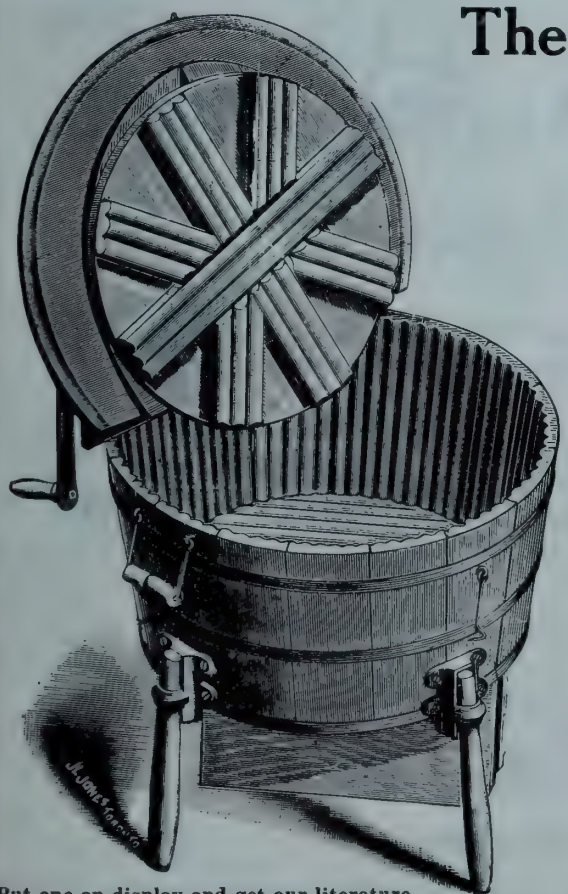
Best for you. Best for your customer.

Send for a Stack Heater Display Card



The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, Toronto, Ontario



Put one on display and get our literature

The "STEPHENSON" Washing Machine Sells Readily

It requires but a few moments of your time to explain the merits of the Stephenson Water Power Washing Machine—and then the sale is completed. Your customer will have no reason to doubt your statements, because each and every wash day will prove your claims for the "Stephenson" in their entirety.

We urge that you prominently display this washing machine in your store. All details as to prices, sales helps and literature are here for the asking. Write us now. It's in your best interests to do so.

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS

Guelph, Ont.

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LTD.
1070 Homer St., Vancouver

H. F. MOULDEN & SON
314 Conferation Life Bldg., Winnipeg

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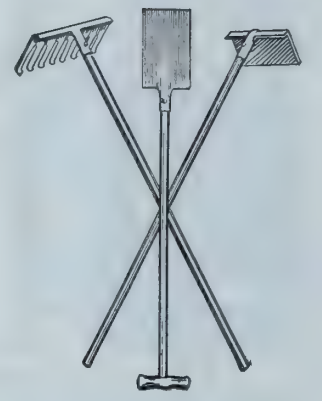
Kiddies' Garden Set



It Sells on Sight!

Strong and Practical

This dependable garden set sells as a complete set or in separate pieces. There is a larger set sold as a ladies' set. It can be used in hot-houses or other places where large tools can't be used thereby saving backaches and fatigue.

They are made of heavy gauge steel and are handsomely finished. The small size has 5/8" handles and the large 3/4" handles. Write for more details.

Coleman Fare Box Co., Ltd.

1191 Bathurst St. **Toronto**

Auto Accessories Sell Well

Keep Your Stock Complete

You can make big money on auto accessories. Our lines have been carefully selected and are the best procurable. There is a big advantage in buying all your accessories from this house. "If it's for the automobile, we have it."

Hart Batteries
Interliners
Patches
Partridge Tires
Tubes
Tire Carriers

Samuel Trees & Co., Limited

42 Wellington St. E., Toronto

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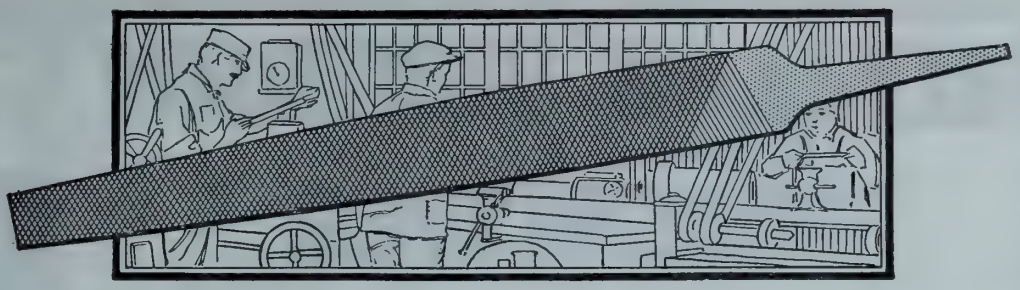


The Backbone of Your Business Consists of goods always in demand, producing easy sales and quick turnover.

Such as Famous Five Files.

They are universally known as the standard of quality; people ask for them.

There is a constant demand, because even the best files lose their edge after reasonable use, and must be renewed.

And stock can be quickly replenished on short notice by jobbers. Your money is not tied up as in slow-moving goods.

Order the Famous Five brands:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

Nicholson File Company

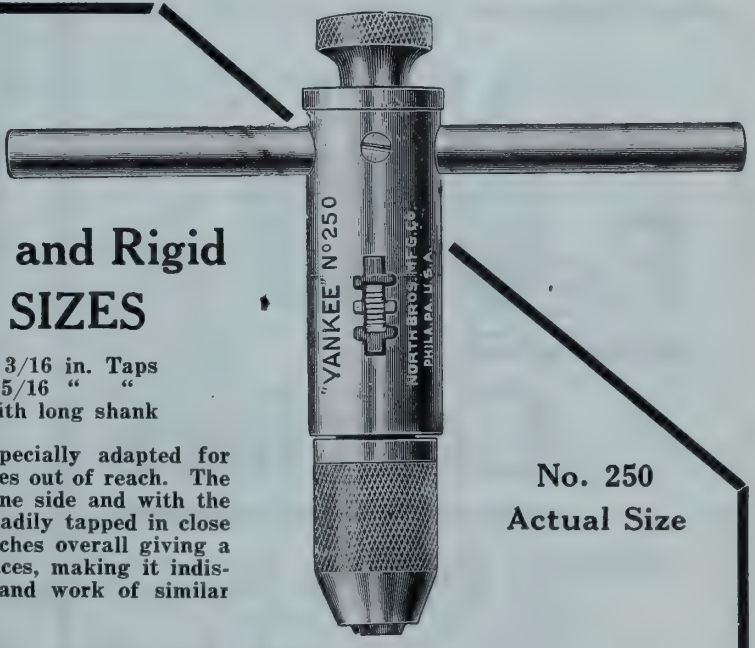
PORT HOPE, ONTARIO

"YANKEE"

TAP WRENCHES

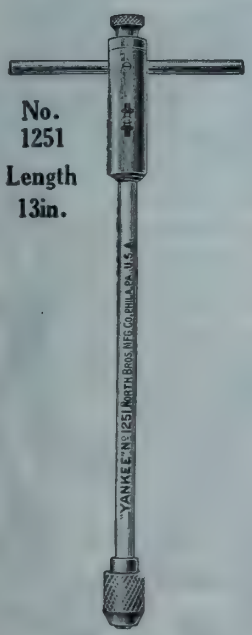
Right and Left Hand and Rigid

THREE SIZES



No. 250
Actual Size

No. 250 Capacity up to 3/16 in. Taps
No. 251 " " " 5/16 " "
No. 1251 Same as 251 with long shank



No. 1251
Length 13in.

Yankee Tap Wrenches are especially adapted for work in close quarters and places out of reach. The cross arm is easily drawn to one side and with the ratchet movement, holes are readily tapped in close corners. The No. 1251 is 13 inches overall giving a long reach into inaccessible places, making it indispensable in Automobile work and work of similar character.

Your Jobber Will Supply You.

NORTH BROS. MFG., CO.

PHILADELPHIA, PA.
U. S. A.

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WILLIAMS' SUPERIOR DROP-FORGED WRENCHES

Better tools make better workmen—

And you can't sell better wrenches than Williams

J. H. WILLIAMS & CO.
"The Wrench People"

30 So. Clinton St. CHICAGO., ILL.
30 Vulcan St. BUFFALO., N.Y.
30 Richards St. BROOKLYN, N.Y.

Western Canadian Agent :
W. Bruce Campbell, 30 Confederation Life Bldg., Winnipeg

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

MADE IN CANADA

UNIMECO WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

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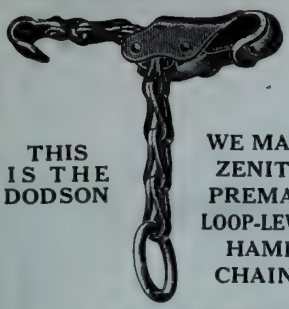


THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP-LEVER HAME CHAINS

9F

EMBOSSED LETTERS AND FIGURES

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

NIAGARA FALLS METAL STAMPING WORKS

Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

NIAGARA WRNUGHT STEEL HARNESS SNAP

VOL-PEEK

A Fast Seller with Big Profits

25cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $3.50. 70% profit for you.

Order through your jobber or direct to

N. NAGLE & Co.

BOX 2024, MONTREAL, CANADA
(Owning and operating Vol-Peek Mfg. Co.)

COSTS ONLY ½c FOR EACH MEND

TRADE YALE MARK

Half sold before delivery

THE merchant handling Yale products knows that his stock is half sold before delivery.

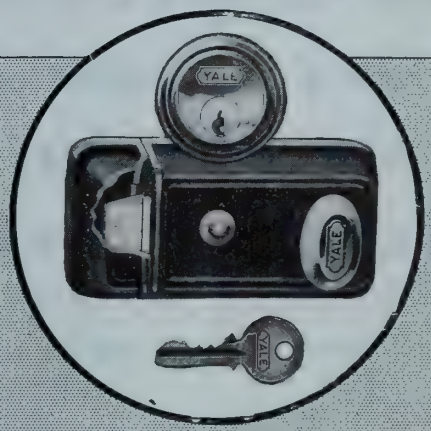
Extensive advertising keeps "Yale" continuously before his customers, creating constant demand and quick, easy sales.

And the customer *knows* he will be satisfied when he sees the trade-mark on the product.

Yale Night Latches, Padlocks, Door Closers and Builders' Hardware are made at our factory in St. Catharines, Ontario.

"The trade-mark Yale helps make the sale."

Canadian Yale & Towne Limited



E. Roy,
651½ St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

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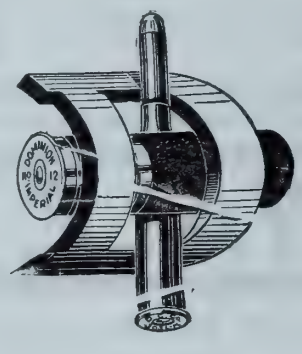
Double-Chilled Shot Mean Satisfied Customers



—and since satisfied customers are the basis of profitable business, be sure your stock consists of shot shells loaded with double-chilled shot. Then you are assured all the benefits of steady business, because your customers will appreciate the greater accuracy and dependability which you are able to guarantee them.

Dominion Shot Shells

Canuck, Imperial, Sovereign and Regal in sizes 1 to 10 are loaded with

Double-Chilled Shot

Although they cost a trifle more, their better value is well worth the difference. Shot shells loaded with double-chilled shot will prevent the possibility of dead stock and will increase your sales and profits.

Order double-chilled shot when restocking.

CANADIAN CXL INDUSTRIES

Dominion Cartridge Co., Limited

Head Office - Montreal

Halifax Toronto Sudbury Winnipeg Vancouver

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"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, JULY 17, 1920 No. 29

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HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

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ENGLISH POULTRY NETTING

"ORB" BRAND

Being galvanized after weaving, this netting is more durable than other makes. We can supply all sizes from ½ in. up in different gauges.

John Lysaght, Ltd.
Manufacturers
BRISTOL, ENGLAND

A. C. Leslie & Co., Ltd.
Managers Canadian Branch
MONTREAL

WIRE ROPE

Black and Galvanized

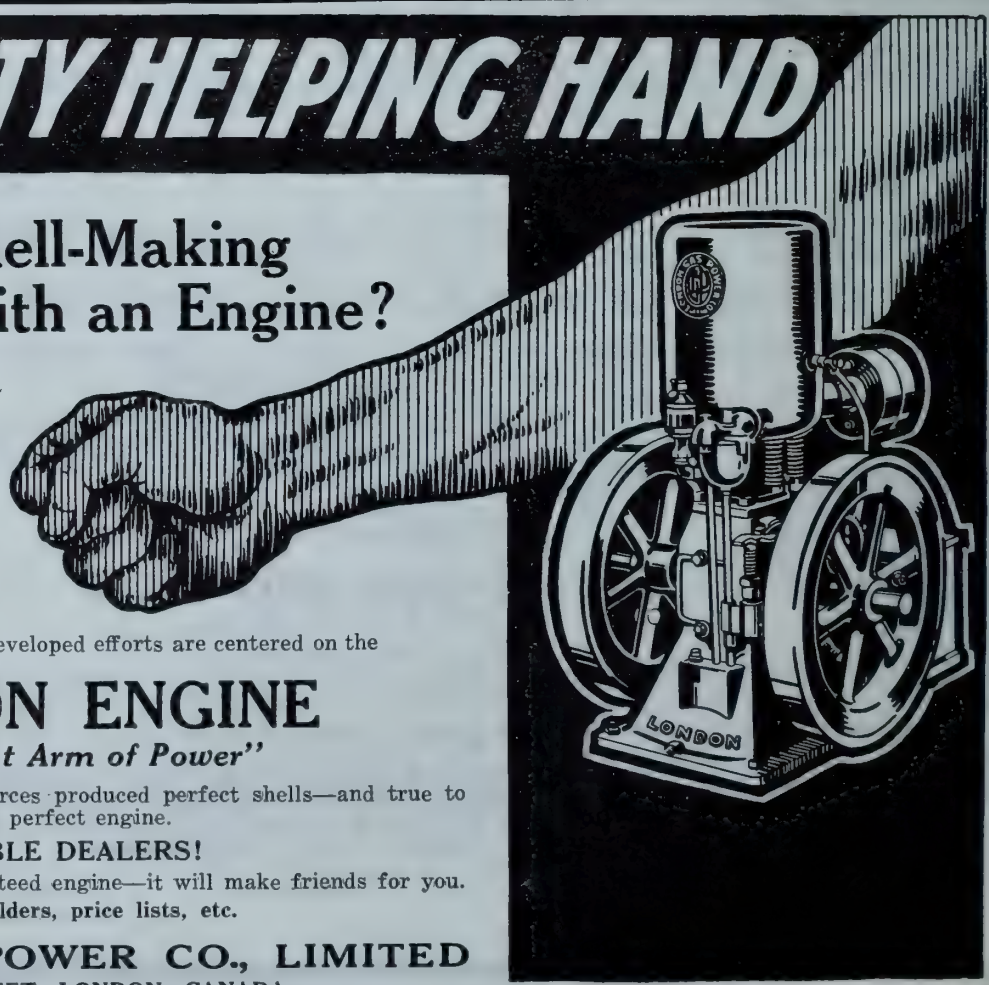
⅜ in. to ¾ in. diameter supplied promptly from stock.

Manufactured by Whitecross Co., Limited, Warrington, England.

A. C. LESLIE & CO., LIMITED
Canadian Agents
MONTREAL

A MIGHTY HELPING HAND

What Has Shell-Making to do With an Engine?



For three years our plant was devoted to shell manufacture.

Our staff was under the rigid discipline of Government examiners.

In those three years an unequalled training in accuracy was developed at our plant.

The expert tool makers and machinists were retained in our employ and now their highly-developed efforts are centered on the

LONDON ENGINE

"The Right Arm of Power"

Government reports show our forces produced perfect shells—and true to form, we cannot fail to produce a perfect engine.

RELIABLE DEALERS!

You can handle this fully guaranteed engine—it will make friends for you.

Write for folders, price lists, etc.

LONDON GAS POWER CO., LIMITED
29 YORK STREET, LONDON, CANADA

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, JULY 17, 1920 No. 29

Sporting Goods for Vacation Time

Increasing Popularity of Annual Vacation and Week-End Trips Offer Growing Field for Sales of Many Sporting Lines—Some Suggestions for Displays of Fishing Tackle—Encouraging Rifle Shooting Among Younger Boys—Schools and Churches Install Rifle Ranges to Keep Interest of Young People.

VACATION time, as a stimulant to summer sporting goods sales, is second only to the arrival of spring itself. In the sale of the majority of sporting goods lines these two seasons are most important, and while spring is over for this year, vacation time is only now getting fully under way. It will be a good idea for dealers to emphasize the vacation idea in advertising and displays for the next two months. In showing various goods the statement can be made, "Here is something appropriate for use during your vacation." Every such mention popularizes the idea of taking a vacation and links up with it the suggestion that some recognized form of sport be indulged in.

There are so many goods handled under the category of sporting goods that are made especially for just such outings as many people want to take, that they alone are having a tendency to cause more people to take time off from their work to enjoy recreation. Week-end trips have also come into vogue during the past few years since automobiles have become increasingly popular. This form of recreation also offers a fruitful field for the dealer in sporting goods for many people in every city and town follow the practice of spending week-end vacations, some in the woods where they may fish and shoot, others at resorts where golf, tennis, baseball, etc., are in order. These habits call for more canoes, tents, cooking kits, outdoor furniture, fishing tackle, automobile accessories, golf, tennis, and other sporting accoutrements.

Dealer Issues Week-end Resort Guide

Hardware dealers can make their sporting goods department a live one during the summer months by paying a little attention to customers' requirements and seeking means of giving little extra services in order to win their favor. One dealer issues week-end resort guides for the convenience of customers and keeps a record of good places to fish, hunt, camp and canoe. He does everything to encourage people to get away from the cities and congested communities on Saturday afternoons and Sundays and make use of sporting goods and those items such as vacuum bottles, cameras, refrigerator baskets, etc., which are invaluable for the week-end trip or annual vacation.

Fishing is a popular pastime with a great many men of a class who are desirous of having the best outfit obtainable at any price. For this reason fishing tackle and other accessories are a profitable line. As with all sporting goods, the power of suggestion is important, and, therefore, well trimmed displays in the window and store should be made in season. Articles of fishing tackle lend themselves to excellent and attractive display, comprising as they do, a class of goods that are delicate as to design and beautiful in appearance. An impression of refinement is conveyed by a good display of fishing tackle.

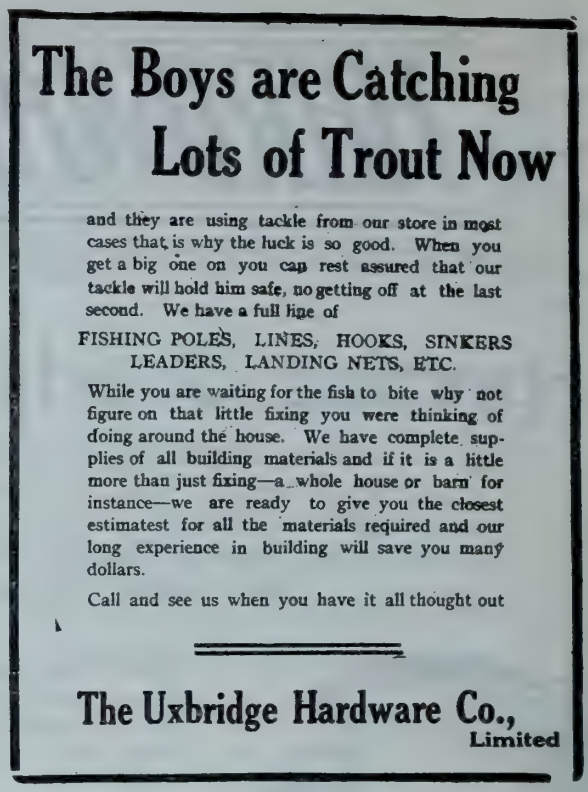
Anglers Planning Vacation at Favorite Fishing Haunts

There are many splendid fishing haunts in all parts of Canada and right now many of those planning a vacation are going through their kits and working over articles of tackle, oiling reels, varnishing rods, making a list of the lines needed to supply those lost last season. Also waders, clothing and other articles, depending upon the whims and fancies of the individual, will

DONATE $2,500 TO ENCOURAGE RIFLE SHOOTING IN SCHOOLS

Bearing out the point emphasized in this article, that military experience in the war would encourage rifle training, comes an announcement from Hamilton, Ont., that the Chairman of the Board of Education of that city has given particulars of a donation of $2,500 by five Citizens who lost sons in the great war, for the purpose of developing an interest in rifle shooting.

It is propsed to use thirty dollars from each donation to procure a half-tone photogravure and copper plate from which can be printed, as wanted, the scroll to be given to the winner each year. The balance of each donation is to be held in trust by the board, the interest on which will be given in cash yearly to the student of the collegiate institute selected for markmanship, and who will compete at the ranges each year for a place on the Bisley team.



An announcement that will catch the eye of the local anglers is contained in this ad. by the Uxbridge Hardware Co., Ltd., Uxbridge, Ont. It makes the point, in a humorous vein, that tackle sold at this store will be sure to hold even the largest catch, and that good luck goes with it. It makes another "bold" suggestion, that while waiting for the fish to bite the fishermen contemplate little fixings they can do around the home.

The other ad., by Ingram & Davey Ltd., St. Thomas, emphasizes many seasonable lines with a little note about each particular sport. Thus it says, "Golf is a science, a study of a lifetime, a test of temper, a trial of honor. It means going into God's out-of-doors, getting close to nature, fresh air, exercise, etc." It states that there will be a great revival of golf playing in Canada this year and urges an early start.

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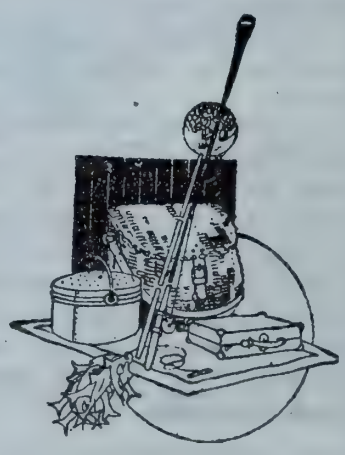
require attention. While this is going on the dealer should be getting his windows in shape in order to attract attention.

Feature Map Showing Good Fishing Places

A seasonable display suggestion is to feature fishing rods, reels, lines, nets, waders, lures, etc., in the window, with a map of the local community in the centre. On this map the principal fishing streams and lakes should be marked with small thumb-tacks and a cord or ribbon attached and extended to the window marking a card which bears the name of the river or lake and mentioning the kind of fish which predominates in that water. The use of some branches and ferns as a representation of some shady nook, with a small stream of water representing the river, makes a window which will attract much favorable attention. In such a display the use of imitation bark can be used freely. Bark paper is very convenient and can be used in displays of almost any line of sporting goods, with good effect.

Another suggestion is to use an improvise defence with simple make-up, consisting of hanging a coat and hat on the fence with a fishing rod resting against it and a fishing basket and net on the ground. This display should have a rustic appearance and its effect lies in its simplicity. The boards should be rough and a piece of imitation grass in the foreground will help. The window of fishing tackle should be confined to this line in order to make it most effective.



Army Training Encourages Shooting

The training in shooting given young men in the army during the war has had the result now of popularizing the rifle for sporting purposes. A suggestion from the dealer will do much to bring business from young men whose experience has fitted them to take best advantage of this form of sport. Then, too, the dealer can influence the younger element in the community. In certain sections of the country churches and schools are becoming centres for indulgence and training in clean, wholesome sports along with their respective spiritual and educational growth. There are several instances of where churches and schools have equipped with a regulation rifle range in their basements. This idea might appear repulsive at first thought to some staid churchgoers of the old school but it has been found to be effective in attracting and maintaining the interest of young boys, and in drawing them into closer touch with other church interests.

There are other examples of rifle ranges and gymnasiums in churches and it would seem that there is a very de-

Spectator Could "Almost Feel Mosquitoes Bite"

WHEN a crowd gathers around a merchant's window it can be judged that there is something out of the ordinary on view. The window trim shown here was exhibited by Messrs. W. H. Thorne & Co., Ltd., St. John, N.B., recently at a time when all good sportsmen were preparing to make a raid on the speckled beauties.

It describes a camp scene to perfection. Tent, camping outfit, fire burning, fishing rods, baskets and even a brook. Two large dolls represent the fishermen, one sitting on a rock holding a rod. Birds are perched in the trees, and the latter are the real thing, being cut from the woods near St. John.

Mr. W. J. McIntyre, who trimmed the window, had the gratification of seeing crowds around it, all attempting to get a good view. One spectator was heard to remark, "It is so real I can almost feel the mosquitoes biting." There is a movement on foot in St. John to have a monthly prize for the best trimmed window, with the object of encouraging the art of window trimming.

finite service that dealers can render in helping develop such important training for young people. Dealers can link up their offerings in the way of equipment by encouraging and aiding the development of these organizations and keeping in touch with ministers, superintendents, teachers, school principals, and other local group leaders. This is but one of the fruitful sources of local business which are open to every dealer who would give his sporting goods department a real stimulant.

Canada Biggest Customer of U.S. in Sporting Goods

The monthly statement of the Division of Statistics of the U. S. Bureau of Foreign and Domestic Commerce for the month of April, 1920, shows that Canada again, as in the preceding five months, was the leading customer of the United States in the purchase of sporting and athletic goods, measured by the dollar value, receiving such goods to the value of $90,938. Cuban was second, with purchases to the amount of $37,394; land and Danzig fifth, with $12,910 worth; Mexico fourth, with $16,615 worth; Poland and Danig fifth, with $12,910 worth; Panama sixth, with $8,256 worth; Norway seventh, with $7,872 worth, and the Philippine Islands eighth, with $6,675 worth.

In loaded cartridges there were exported from the United States more to Australia than to any other country, that country purchasing $126,954 worth. Canada was seventh with $14,249.

As to revolvers and pistols, Argentina led in the matter of purchases, as did that country in March, the value of exports to that country in April of this year amounting to $59,258. Canada was sixth, with $5,631 worth.

There were more rifles and shotguns exported to Australia from the United States than to any other country in April, the value being $51,619. Canada was third, with $31,615 worth.

Brantford Hydro Rates Reduced

Brantford.—Chairman Andrew McFarland, of the Brantford Hydro Commission, announces a reduction authorized by the Ontario Commission, in some of the Brantford rates. The reduction became effective June 1. The reduction in power charges constitutes a lowering of 8 per cent. of the rates hitherto charged. As regards the rate for domestic lighting, Chairman McFarland stated that Brantford had now as low a rate as any other city in the Hydro zone.

Still Trucking Raw Materials Into Canada

Would Have Been Greatest Season for Tools in Canada if Railroad Service Had Been Efficient—Canadian Firms Still "Digging" for Materials and Using Motor Trucks to Transport It.

TORONTO.—"We have no complaint about the business we are getting. Of course at this season of the year we expect there will be a little dropping off, especially if the call for the equipment is not pressing. But we are looking for better business, and it is going to get better just as quickly as the railroad situation gets to the point where it can take care of it. It is our firm belief—and there are others who hold the same view—that had there been good railroad service the Canadian trade would never have seen a greater season for the selling of machine tools than right now. A great deal of this business is still good. One of the things that will help in bringing it into the market is a more reasonable and stable level in the figures for building. From what we can judge, conditions in Canada are fundamentally sound, and early fall will bring all the trade we can possibly get the material to accommodate."

The Scrap for Material

Canadian firms are getting to the point where they know what it means to get out and dig for their material. It used to amount to getting out to dig for the orders, but it is not yet a case of that so much as chasing material. For instance, one well-known Canadian firm has a number of men at one of the Pittsburg mills while another group works around Youngstown, in the steel district. They have a number of heavy trucks, and as soon as they locate any material belonging to their mill they grab it, and run it away to a line that is operating fairly well, fill and seal the cars and see that they get headed out pointing to the Canadian border. This performance is costing them quite a penny, but it means that they are able to get production instead of being at the point of closing down.

One Toronto dealer stated that he had instructions from several firms in this district to get material, no matter how it was sent. They are all willing to stand the added expense of having stakes put in as supports around the sides of flat cars, an unusual way of shipping many lines of steel. The mines are getting the preference on anything that looks like coal-carrying cars now. One Toronto dealer was in Chicago a few days ago at one of the mills there. This mill had a shipment of light rails for one of the mines that was shipping coal to them. They could not hold the cars long enough to get this shipment on board and send it on the return trip to the mines. The claim is made that were an exception made in this case it would create a precedent, and in the end defeat the drastic order that has been put into force to deal with the coal situation.

Little Arriving Here

The warehouses here are getting little assistance from any quarters this week. Shipments are dwindling away from the rather small figures of a few days ago. Reports of cars coming in after having been on the road six weeks and two months are quite common, but it is a healthy sign that practically all this business remains good, and cancellations on account of slow delivery are not often met with.

One view was expressed in the steel market this morning, viz., that many of the cancellations in other lines were not due to the fact that people did not want the goods, but rather that they were using the cancellation option as a club to batter down prices from their present high levels, and that once this were accomplished the orders would come in again. The fact that there is a demand for all sorts of material is one of the best indications of the fundamental strength of the market.

Hardly any class of material owns up to getting good treatment now. One can go over the list of material coming in, or rather not coming in, and be assured that sheets, bars, tubes, plate, etc. are all very slow in arriving, although the trade is getting a little more assistance now in the line of bars from the Canadian mills.

There is a scarcity of labor in some of the local steel warehouses. The work is fairly heavy, and apparently the available men can find easier jobs elsewhere.

No Recovery in Scrap

The scrap market is quiet. Some of the larger dealers had to come into the market a few days ago and take on quite a tonnage in order to cover themselves on promised shipments, and this they were able to do at half a cent under the market. Although it is possible to take on material at fractions off the recognized price, the yards show no tendency to buy as they do not want to take on any more stock. In most cases they are advising their customers to hold their material. There are very few buyers in the market now, and the demand is weak.

DEVELOPMENT OF CANADIAN WORKING GLOVES INDUSTRY

Among the minor manufacturing enterprises of Canada to experience marked development during the war period was the glove and mitten industry, particularly in respect to working gloves. During the year 1918, being the last period for which the record is complete, working gloves for men and boys were manufactured, to the number of 399,052, with a value of $4,533,941. These statistics are altogether separate from the total figures including dress gloves, which show a total value of $8,307,677 for the year 1918 compared with $1,877,964 in 1915. The increase in value of the output of working gloves and mittens can be judged proportionately.

AUTO HEADLIGHT BILL IS DELAYED

The regulation on headlights on autos placed by the Ontario Government in a special bill at the last session of the Legislature was supposed to have been effective on July 17. However, the law will not be enforced on that date, as the Department of Highways has not yet sent out the list of its approved lights or apparatus to dim and lower lights now commonly used. This list will not be out until a few days after July 17.

The first list will be of Canadian manufactured lights and apparatus which the Government approves. This list is now being completed. It was suggested to the department that the list approved in New York State be used here, but it was not thought fair to Canadian manufacturers of these articles, and the Government list will place Canadian-made apparatus first. The department may also allow the painting of lens on auto lights to keep the light rays down and the proper strength. At any rate, the law will not be effective until the department issues its lists of approved lights.

Interesting Figures of Canada's Trade

Statistics for Fiscal Year Ended March 31, Show Increase in Both Imports and Exports—Canada Buys Chiefly from United States —United Kingdom and States Buy Nearly Equal Amounts from Canada.

OTTAWA.—Trade figures for the fiscal year ended May 31st have just been issued. Imports for that period totalled $1,064,516,169 as compared with $916,429,335 for 1919 and $618,457,144 for 1914. Exports for the same period totalled $1,239,492,098 for 1920 as compared with $1,216,443,806 in 1919 and $431,588,439 in 1914.

The United States led the list of countries from which our importations came, these totalling $801,428,755 for 1920. The United Kingdom was next, importations from that country totalling $126,269,274.

In exports, both the United Kingdom and United States were customers to a greatly increased extent, and both about equal. Exports to the United States for 1920 totalled $464,029,014 and those to the United Kingdom totalled $489,151,806. Both of these figures show substantial increases over 1914.

Lines showing increase in importations as compared with 1919 include: Brushes, carpet sweepers, clocks and watches, anthracite coal, earthenware and chinaware, electric apparatus, explosives, flax, hemp and jute, glass and glassware, gutta-percha and Indian rubber, hides and skins, ivory manufactures, leather, copper, machinery, miscellaneous metals, oilcloth, vegetable and other oils, paints and varnishes, resin, seeds, spirits of turpentine, motor and other vehicles, waste.

Lines showing decrease in importations as compared with 1919 include: Tiles, cordage, rope and twine, brass, agricultural implements, iron ore, other iron and steel, lead, zinc and other manufactures, oil cake and meal, fish oils and mineral oils, and wax.

Lines showing increase in exports for 1920 as compared with 1919 are as follows: Tiles, brushes, coal, binder twine, flax, hemp and jute, gutta-percha other than for boots and shoes, agricultural implements, machinery, other iron and steel, oil cake, oils, rags and waste, automobiles, automobile parts.

Lines showing decrease in exports for 1920 as compared with 1919 are as follows: Coke, electrical apparatus, explosives, unmanufactured leather, aluminum in bars, blocks, etc., raw asbestos, copper and manufactures of, bars and rods, iron ore, wire and wire nails, lead, nickel, other metals, paints and varnishes, sails, awnings and tarpaulins, vehicles other than automobiles.

IMPORTS

Principal Classes of Goods Imported for Consumption Fiscal Years 1919 and 1920

Articles Exported.	Imports for Consumption (Mdse.) 1919	1920	Increase (i), Decrease (d), 1920 comp'd with 1914
Baskets of all kinds, n.o.p.	$ 63,592	$ 155,534 (d)	$ 4,014
Baths, bathtubs, basins, closets, lavatories, urinals, sinks and laundry tubs	211,560	111,211 (d)	341,537
Bricks, clays and tiles	4,298,745	2,470,812 (d)	797,335
Bristles	225,652	455,041 (i)	229,669
Broom corn	1,119,700	840,180 (i)	515,590
Brushes of all kinds	606,771	767,183 (i)	104,638
Carpet sweepers and hand vacuum cleaners	97,659	280,541 (i)	256,839
Cash registers and parts	120,477	225,994 (i)	15,734
Celluloid and xylonite in sheets, lumps, rods or bars	671,405	743,856 (i)	604,784
Celluloid, manufactures of	218,193	290,558 (i)	214,968
Clocks and watches	2,448,449	3,126,267 (i)	872,624
Cordage, rope and twine	6,106,871	4,454,191 (i)	7,201
Earthenware and chinaware	2,256,600	3,511,440 (i)	380,142
Electric apparatus	11,005,753	15,879,865 (i)	6,955,551
Explosives	626,660	952,622 (d)	277,148
Flax, hemp and jute	13,513,913	15,776,768 (i)	6,813,711
Glass and glassware	5,231,418	6,644,041 (i)	1,569,521
Hides and skins, raw	5,426,008	23,020,976 (i)	14,189,966
Ivory and manufactures	750,771	1,242,010 (d)	513,121
Leather—			
Unmanufactured	7,856,609	12,572,196 (i)	9,536,587
Metals and Minerals—			
Brass and manufactures of	5,231,230	5,219,103 (i)	803,901
Copper and manufactures of	5,997,626	8,346,767 (i)	1,765,282
Iron and steel and mfrs. of—			
Agricultural implements	4,944,278	3,606,494 (i)	331,801
Iron ore	5,932,001	4,601,716 (i)	574,256
Machinery	45,902,616	47,795,935 (i)	18,604,319
Other iron and steel	104,840,164	92,765,646 (i)	9,873,594
Lead and manufactures of	966,982	956,657 (i)	13,321
Tin and manufactures of	15,131,175	11,419,016 (i)	5,061,248
Zinc and manufactures of	1,180,412	835,596 (d)	83,822
Other miscellaneous metals	11,993,205	12,722,873 (i)	3,847,640
Oilcake and meal	1,308,338	371,146 (i)	282,922
Oilcloth	2,435,098	2,523,880 (i)	209,502
Oils—			
Fish oils	541,951	262,078 (i)	162,063
Mineral oils	29,589,338	29,042,646 (i)	16,390,843
Vegetables and other	15,635,732	18,475,919 (i)	14,132,511
Paints and varnishes	3,603,231	4,368,840 (i)	2,040,845
Resin or rosin	1,216,508	1,459,395 (i)	887,333
Seeds	2,038,006	4,208,845 (i)	2,537,845
Settlers' effects	5,691,029	10,181,034 (d)	4,167,407
Tar	232,124	246,680 (i)	46,222
Tobacco pipes, pipe mounts, cigar and cigarette holders, etc.	754,757	1,204,889 (i)	335,087
Turpentine, spirits of	565,174	1,372,764 (i)	892,976
Vehicles—			
Automobiles and motor vehicles	7,826,822	15,035,545 (i)	7,822,170
Auto and motor vehicle parts	6,660,770	12,674,823 (i)	8,708,444
Other vehicles	3,935,792	5,058,944 (d)	3,859,153
Waste or shoddy	284,244	444,292 (d)	22,146
Wax	528,481	499,282 (i)	204,038

EXPORTS

Articles Imported.	1919	1920	Increase (i), Decrease (d), 1920 comp'd with 1914
Tiles, brick and clay	$ 162,109	$ 198,119 (i)	$ 153,037
Brushes	93,489	125,047 (i)	112,316
Coal	10,169,722	13,183,666 (i)	9,479,901
Coke	214,228	162,481 (d)	170,204
Binder twine	2,574,734	5,530,908 (i)	5,077,378
Other cordage	457,959	179,534 (i)	119,407
Electric apparatus	2,167,545	1,116,287 (i)	1,009,471
Explosives—			
Cartridges, gun, rifle and pistol	213,432,531	7,366,733 (i)	7,353,380
Other explosives	37,506,294	4,675,047 (i)	4,446,735
Flax, hemp and jute	828,343	1,446,381 (i)	1,396,555
Gutta-percha, etc.	3,570,875	8,318,996 (i)	7,803,617
Hides and skins, raw	7,700,048	19,814,293 (i)	10,551,321
Leather, unmanufactured	4,372,948	1,547,579 (i)	930,400
Metals and minerals—			
Aluminium in bars, blocks, etc.	6,712,053	5,680,871 (i)	3,795,797
Asbestos, raw	9,158,022	8,767,856 (i)	5,713,420
Copper and manufactures of	20,991,179	13,879,332 (i)	4,012,591
Iron and steel and manufactures of—			
Agricultural implements	8,043,296	9,379,332 (i)	2,159,812
Bars and rods	7,844,004	3,012,635 (i)	3,012,635
Iron ore	671,195	32,421 (d)	365,602
Machinery	7,048,797	8,345,689 (i)	6,885,813
Wire and wire nails	7,789,188	4,743,361 (i)	4,743,361
Other iron and steel	27,457,838	36,705,289 (i)	34,407,727
Lead	1,654,947	1,193,144 (i)	1,185,582
Nickel, fine, contained in ore	11,170,339	9,039,221 (i)	3,664,483
Other metals and minerals	10,126,524	6,149,684 (i)	3,228,604
Oilcake	119,275	1,465,366 (i)	632,972
Oils	2,575,844	3,455,320 (i)	2,519,073
Paints and varnishes	1,800,025	1,625,418 (i)	1,472,424
Rags and waste	611,285	1,633,179 (i)	812,535
Sails, awnings and tarpaulins	275,060	9,216 (i)	7,524
Vehicles—			
Automobiles	7,303,678	14,883,607 (i)	11,311,745
Auto parts	1,552,296	3,097,466 (i)	2,861,609
Other vehicles	18,477,229	2,926,620 (i)	2,719,766

EDITORIAL COMMENT

CHARGE LINSEED CRUSHERS MAINTAIN ILLEGAL COMBINATION

A SUIT under the Sherman anti-trust law against members of the Linseed Crushers' Industrial Council of the United States, which is charged with maintaining an illegal combination, comes as a distinct surprise to the paint trade. It is pointed out by the Department of Justice that the price of linseed oil would have fallen to lower levels than the price of $1.80 a gallon which it reached subsequent to 1916, had there been competition among the defendants. Commenting on the suit, the "American Paint Journal" states, as follows:

> "The action of the Department of Justice in filing suit against the members of the Linseed Crushers' Industrial Council came as a genuine surprise. The height of the surprise was increased by the fact that since the organization of the Council, according to every man connected with it, the Federal Trade Commission had been kept informed of every move made by members in relation to the council and, in fact, it has been claimed, and still is cliamed, that the crushers worked as an organized body with the consent and under the direction of the Commission.
>
> "This is a case that should not be tried in advance of legal procedure; but if, as the crushers claim, they originally organized at the request of the Government; if, as they claim, the Federal Trade Commission has been kept posted regarding the council's every move, and acquiesced therein, by its silence at least, then it would seem that in all fairness fair warning should have been given when the Council, by any act, proposed to, or did overstep the law.
>
> "Accepting the claim of the crushers as a true statement of fact, it would seem to one sitting on the sidelines and holding no brief, that either the crushers have been double-crossed or that there is some disagreement between the Federal Trade Commission and the Department of Justice."

ANY EFFICIENT ACCOUNTING SYSTEM COMPLIES WITH BANKRUPTCY ACT

AN enquiry has been received from an Alberta hardware dealer as to what constitutes a "recognized accounting system" as prescribed in the Bankruptcy Act, and which every merchant is required to have subsequent to July 1, 1920.

It is pointed out in this connection, that there are no particular accounting systems which have been definitely authorized for use by merchants. The Government requires that each merchant maintain an accounting system which will show a clear and concise record of every business transaction and which can produce at short notice a correct statement of how the business stands. All receipts and disbursements must be shown.

This will not inflict any hardship on the trade, for no intricate accounting system is necessary, and the benefits of keeping a record at all times will accrue to all merchants. There are a number of simple accounting systems ready for use by dealers, and these will take care of all requirements of the law as well as give protection to the dealer himself with a minimum expenditure of time and energy. The Government merely wants to be shown that the dealer is acquainted with every detail of the progress or otherwise, of his business, so that in the case of failure his liabilities will not be an unnecessarily large burden, and be such as to render difficult a declaration of insolvency.

MANUFACTURERS SHOW DETERMINATION IN FACE OF DIFFICULTIES

FEW stories come in almost every week regarding the manner in which Canadian manufacturers are chasing material across the line. They quit months ago depending on letters, wires, telephone calls, or any such thing, and have substituted the more costly, but more certain, method of placing their own men at various points at the border and at the mills. In some cases the reliable truck is doing great service in getting material direct from the mills to the tracks where freight is moving in the direction of the Canadian border. It is an expensive way of doing business, and it is adding considerable to the cost in Canadian plants, but there is the poor option of doing this or trying to get along with dribbles coming in at the receiving end of the plant. The Canadian manufacturers are showing a spirit of determination that is commendable, and it speaks well for the future development of business in this country.

Important Changes in Shooting Regulations

New Regulations for All Canada Restrict Bags and Methods of Shooting—Further Protection for Migratory Birds

NEW regulations under the Migratory Birds Convention Act have just been issued by the Federal Department of the Interior, and involve important changes.

At present, under Ontario regulations, no person is allowed to kill in one season in excess of 200 ducks. Under the new regulations issued by the Department of the Interior daily bag limits are imposed in various Provinces, including Ontario and Quebec, as follows:

Ducks, 25 in aggregate of all kinds; geese, 15; brant, 15; rails, coots, gallinules, 26; black-bellied and golden plovers and great and lesser yellow-legs, 16; Wilson snipe or jack-snipe, 25; woodcock, 10; doves, 25.

Restrictions for Dominion

The following shooting restrictions are imposed throughout all Canada:

No person shall kill or attempt to kill any migratory game birds during the open season, except with a gun not larger than number ten gauge.

No person shall kill or attempt to kill any migratory game birds by the use of any automatic, swivel or machine gun or battery, or by the use of an airplane, power boat, sail boat or sunken boat.

No person shall kill or attempt to kill any migratory game bird between the hours of sunset and sunrise.

No person shall kill or attempt to kill from any motor vehicle or horse-drawn vehicle any migratory game bird.

There is practically no change in the regulations for scientific permits, but important new regulations are passed regarding the propagation of migratory birds for the purpose of keeping tab upon and controlling the propagation of migratory birds in captivity, whether to be used for food, ornamental or zoological purposes, etc.

Taxidermists have to register in future and secure a license at a fee of $1.

One change has been made in the open season in Ontario. Wilson or jack-snipe open season has been extended and is now the same as Quebec, and the seasons for certain shore birds, September 1 to December 14, instead of October 15 to November 14, as formerly. Woodcock in Ontario remains at the short season named.

Bag limits for the Maritime Provinces are: 25 ducks per day, aggregate, 15 geese, 15 brant, 25 rails, coots and gallinules, 15 plavers or yellow-legs, 25 snipe, 10 woodcock and 25 doves. The season's duck limit is 200.

Stove Prices May be Little Higher

B. C. Beach Discusses Stove Outlook — Can Look After Requirements for Fall Delivery—Prices Withdrawn on July 15th—New Prices Not Much Higher Unless the Steel Situation Tightens Up

DISCUSSING the stove outlook with B. C. Beach, manager of the Beach Foundry Company, Ltd., Ottawa, Hardware and Metal was informed that while some stove manufacturers declare that they are so handicapped that they cannot hope to fill all orders, his firm can, from present indications, meet the requirements now in hand. Mr. Beach stated that the chief difficulty in securing materials was in respect to steel and stove trimmings such as tile. It was difficult to get supplies but by making representations in time and keeping after the producers he finds it quite possible to keep sufficient supplies on hand to maintain capacity production. Nearly all orders for fall are now in and manufacturers know about what to count upon.

In respect to labor, Mr. Beach stated that moulders were difficult to get, and that manufacturers were increasing the pay of this class of labor in order to hold their men and possibly attract others.

In regard to prices, Mr. Beach mentioned a notice which his company had sent to the trade stating that on July 15 all prices as of January 2 will be withdrawn. The letter states: "We had hoped that by now the upper limit of the price of raw materials would have been reached. Instead, during the past five weeks the cost of materials has advanced more rapidly than at any other period since 1914, and even at these greatly increased prices, materials are much more difficult to procure."

Conditions have so shaped themselves that prices will be a little higher than last quotations according to Mr. Beach, but the advance will not be very great unless the steel situation tightens up more than is indicated or unless labor troubles develop.

DO YOU ADVISE CUSTOMERS?

In selling electrical appliances modern hardware salesmen find it an important part of the sale to carefully instruct customers in the use of such new appliances as may be carried in stock and which though very familiar to the salesmen, may not be fully understood by the purchaser.

In Montreal a few days ago several hundred dollars damage was caused by a fire which broke out in a home on St. Lawrence Boulevard. The fire started because the mistress of the house failed to turn off an electric switch attached to an iron she was using.

Little considerations of this kind are vitally important and such circumstances as the above suggest that salesmen cannot be too careful in cautioning housewives and others in the careful use of electric current.

TREATING IRON ORE BY NEW METHOD

Big Future is Assured for the Low-Grade Ores of the Dominion

Ottawa.—Satisfactory results have been obtained from the investigations carried out by Prof. Alfred Stansfield of McGill University into the reduction of iron ores by gases at low temperatures and with the electric furnace.

This research was assisted by a grant of $1,200 from the Honorary Advisory Council for Scientific and Industrial Research. On some of the findings, the council states, patents have been applied for by permit of the commercial development in Canada of the methods which will make the low-grade ores of Canada utilizable and of the greatest value.

Iron ore, iron and steel and their products are annually imported into Canada to the value of more than $150,000,000. Such methods of utilizing Canada's low-grade ores would render the greater part of this importation unnecessary, in the opinion of the council, which, it states, if it had the funds available to do so, would make provision for such investigations as the importance of the subject warrants being undertaken.

Last Saturday about twenty prominent American manufacturers from various points in the United States were in Montreal and spent the day as guests of the Montreal branch of the Canadian Manufacturers' Association. A sightseeing trip along the harbour front, on a special train provided by the Harbour Commissioners, was the feature of the morning. After luncheon the guests were taken for a trip around the city. Heading the party from the States was Stephen C. Mason of Pittsburg, president of the U. S. National Association of Manufacturers.

EVENTS IN THE TRADE

Fire Loss

St. Stephen, N.B.—Mann Axe & Tool Company, Ltd., suffered loss by a recent fire.

Business Changes

R. M. Brice, hardware merchant, at Essex, Ont., has disposed of the harness shop which he conducted in connection with his business, to D. McBrine.

Paint Association Met

Montreal.—The Canadian Paint, Oil & Varnish Asscciation held a meeting this week to discuss the tax arrangement called for in the new Canadian budget.

Memorial Tablet on Factory Wall

St. Catharines.—A tablet has been unveiled at the Welland Vale Manufacturing Company's plant for those of its men who fell in battle. The tablet is on the outer wall of the office building, passed by every employee daily. The name of each hero is upon the tablet.

New Premises for Northern Aluminum Co.

Northern Aluminum Co., Sterling Road, Toronto, will have completed by the 1st of November a fine steel and concrete office and warehouse. The building is ten storeys high, 80 feet x 180 feet. They are also building an additional factory, 100 feet x 250 feet. This added space will give the firm facilities for increasing their utensil output.

Death of Frederick Dowswell

Hamilton. — One of Hamilton's best known business men passed away last week in the person of Frederick Dowswell, 254 Victoria Avenue North. The deceased was vice-president of the Dowswell-Lees Company. Announcement of his death came as a shock to a wide circle of friends. He had been ill but a short time.

Hold Annual Picnic

Watford, Ont.—The annual picnic of the employees of the Andrews Wire Works was held last week when the staffs fro mthe Watford and Strathroy factories went by motor to Hillsboro and spent the entire day in sports and merrymaking. The picnickers were the guests of the management. There were about 140 in the party. Baseball, running, jumping and swimming contests were indulged in. Secretary Bate and Supt. Millar did everything in their power to make the day a success and were tendered a hearty vote of thanks.

Pioneer Business Man Dead

Christopher Sheppard, who died in Toronto this week after a lengthy illness, was one of Toronto's first business men. He was born in the city nearly 76 years ago, a son of ex-Ald. William Sheppard, and for nearly forty-five years carried on the iron and brass fittings business at 154 King Street east, now known as Christopher Sheppard and Son.

He is survived by a widow, a son, A. S. Sheppard, with whom he was associated in business, and two daughters.

Beatty Bros. Extend Factories

Fergus, Ont. — In addition to very large extensions to their factories in London, Ont., Beatty Bros., Limited, manufacturers of stable equipment, churns, washers, ladders, etc., are making extensive additions and improvements to their factories in Fergus, Ont. These include the installation of a patent dry kiln for drying green lumber; and other additions to stable equipment factory in Fergus. By August 1st, an additional floor space of nearly three acres will be available at their main Fergus factory alone.

Montreal Faces Gasless Winter

Montreal.—J. S. Norris, general manager of the Montreal Light, Heat and Power Company, Ltd., who has just returned from a 2,000-mile journey throughout the soft coal mine area of the Eastern States, with the object of finding coal to fill his company's requirements of 800 tons a day, stated this morning that, for the winter's supply of gas it has always been their custom to stock up during the summer, which means getting about 120,000 tons. Of that large amount, the company has not yet even one ton, and it even has great difficulty in securing enough for daily use. The situation in this city is extremely serious, and many families may be unable to get any gas during the coming winter.

Paint Company Buys Warehouse

Toronto.—The warehouse at No. 49 Colborne Street, formerly occupied by the R. B. Hayhoe Tea and Coffee Company, has been purchased by the A. Ramsay and Son, Company, wholesale dealers in paints and oils, and possession will be taken immediately. Construction of solid brick, with four storeys and basement, the building has a frontage of 18 feet by a depth of 70 feet, and the price paid was in the neighborhood of $20,000. The purchasers have been tenants in the building directly opposite at No. 48 Colborne Street for a number of years.

Some Special Attractions for London Picnic

London.—The annual picnic to be held at Port Stanley, Ont., on July 28, under the auspices of the London Hardware Association, promises to be the most successful of the many successful outings held by this organization. The sports committee has arranged a program that is said to be the most varied ever held by the hardwaremen with features that will interest every man, woman and child. In addition, there will be a number of special attractions. The hardware men will travel to the lakeside in their own special train over the London and Port Stanley Railway, and invitations have been extended to a number of district hardware merchants and to travellers to attend and see what a real outing is.

Prefers to Buy Canadian Iron and Steel Products

Montreal.—An indication of the extent to which Canadian trade with the sister Dominion of South Africa is developing and gaining favor, is given by Mr. T. A. Connolly, who has just arrived from that country. Mr. Connolly is a member of the firm of J. W. and T. Connolly, leading steel and iron merchants in Capetown. For many years the firm had been buying from Great Britain, but during the war they started obtaining supplies from Canada. Mr. Connolly was so impressed with the possibilities and advantages of the Canadian trade that he has taken a trip here, with the South African director of the Dominion Exporters, Ltd., and through the Montreal offices, he has come in contact with a large number of the leading manufacturers, with the result that he has placed some important contracts in Canada, with the intimation that further contracts are likely to be given out in future.

As to the class of goods which Mr. Connolly's firm is shipping from Canada, he mentioned nails, pipes, horseshoes, enamelled ware, household utensils, tents, wire and barbed wire, the latter being not for purposes of warfare, but for ostrich farms.

S. F. Bowser & Co., Inc., Hold Annual Convention

S. F. Bowser & Co., Inc., held their sixth annual convention at Fort Wayne, Ind., on June 28 to July 2 in honor of the 1919 members of the Pacemakers Club. The convention was held for the benefit, inspiration, and entertainment of the sales force, everything possible being done to make it a success. Aside from the general spirit of "loyalty and patriotism" which was in evidence at every meeting, there were two specific demonstrations which were interesting. As a surprise to the factory force the salesmen pinned on the bosom of each workman a unique badge of honor. The purpose was, of course, to secure a better understanding between the man on the "firing line" and the producer. A gasoline filter demonstration was made. This was the largest convention ever held by the company and was successful from every viewpoint.

Would Raise Freight Rates 30 Per Cent.

Ottawa.—An application has been filed with the Board of Railway Commissioners asking permission for a flat increase of freight rates in Canada to the amount of 30 per cent.

The application has been sent to the Railway Commission by the Canadian Railway Association, and its request is made on behalf of all the railways in Canada members of the association, and also on behalf of all other Canadian railways subject to the jurisdiction of the Railway Commission.

It is expected that there will be a long fight over this application, one which will probably engage all the best legal talent of the Dominion. It is understood that the railways in making the application have not filed any very lengthy document. Their reasons for asking the increase number eight in all, but in a general way these reasons can be summarized, under the general term of the vast increases in wages, material and operating expenses generally.

Novel Invention to head off thefts

HALIFAX.—A Halifax inventor and vocational student, James W. Howard, is applying for Canadian and American patents for a new electrical device which promises to eliminate a great deal of loss now suffered by large users of electric light bulbs and lights.

Mr. Howard's invention is an improvement in safety locks for tungsten and other electric light globes, and is specially designed for use in public buildings, factories and other places where a large number of lights are used. In such places many of the lights are often stolen or otherwise misappropriated, and this invention will render such blobes useless to those who may take them, as they cannot be used on any other socket than the original one, nor on the original one itself again owing to the presence of the safety lock. It is of no further use once removed from the socket.

Mr. Howard intends to have the lock constructed in such a way that it will be simple and applicable to standard sockets and the lamps and bulbs engaging therewith.

E. K. SPINNEY

Head of the firm of E. K. Spinney Ltd., wholesale and retail hardware, Yarmouth, Nova Scotia, who has been selected by Canada's new Prime Minister as Minister without portfolio in the Union Cabinet.

Lumber Outlook in Relation to Building

A question which has evoked much discussion lately, in view of the building going on, is whether there will be a material slowing up in Ontario this summer and what the effect would be upon lumber prices and the general lumber situation. Men prominent in the lumber business state that the building in cities is running ahead of last year. In the country the operations are fair, in some sections very good, and in others to the contrary, but the average is very satisfactory and the demand for material continues to be good. At any rate some slackening off is generally looked for at this time of year.

There seems to be little prospect of any satisfactory reduction in the price of lumber, while the costs of production remain so high. In the West there has been a drop, but local dealers contend that it is debatable whether it will continue or not. The cut of logs has not been as large in the East as expected on account of the scarcity of labor, and driving operations have been slow. Unfilled orders plus the new ones are taking the new stock about as fast as it comes into condition.

Incorporations

"The Jolliette Castings and Forgings, Ltd., is incorporated with effect from July 3rd, for the purpose of the manufacture in steel and iron products, and to act as importers and exporters for same. Authorised capital stock of $1,000,000, divided into 10,000 shares of $100 each. The chief place of business to be Montreal, P.Q.

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Authority has been granted with effect from June 19th, for "The Anglo-Canadian Malleable Steel Manufacturing Co., Ltd.," to increase their capital from $50,000 to $200,000, such increase to consist of 15,000 shares of $100 each, and sub-dividing six unissued shares of the company now of the par value of $1,000 each, into sixty shares of the par value of $100 each.

* * *

Notice is received of the incorporation of "The Belanger Foundry, Limited," with effect from June 11th, for the purpose of acquiring the firm of O. Belanger, Inc., and to engage in the manufacture of iron and steel in all its branches. The company to have a capital stock of $100,000, divided into 1,000 shares of $100 each. The chief place of business to be Montreal, P.Q.

Britain to Be Independent of U.S. Steel

The opening this week of the blast furnace at Ebbwvale, South Wales, the largest plant of its kind in Europe, having a capacity of 3,000 tons per week at a cost of $5,000,000, marks the beginning of an era in the steel industry of Great Britain which will result in making it independent of United States supplies. Plants are now being constructed which will produce all the steel needed for British consumption, and when this production materializes there is expected to be a break in prices which will make possible the commencement of much work which has been held up owing to high prices. Authorities describe this action as a revolution in the British steel industry and are of the opinion that America has passed the high peak of normal production and must now retrace its steps in development.

Unfilled Orders of U.S. Steel Corp. Indicate Relief of Congestion

The tonnage figures of the United States Steel Corporation for June showing an increase in the volume of unfilled orders at the close of the month of but 38,351 tons was disappointing in one sense, as earlier estimates had placed the amount at 250,000 tons. From another viewpoint, however, the showing was very satisfactory as it reflected the improvement in shipping conditions and the fair movement of finished products from the corporation's mills which will greatly relieve the congestions and preclude the possibility of shutdowns.

The total tonnage of unfilled orders of the corporation on June 30 was given as 10,978,817, compared with 10,940,466 on May 31 and 4,892,855 on June 30, 1919. The June, 1920, figures continue at the highest peak since January of 1917, and a steady increase may actually bring a record figure by the end of the year.

NEWS OF WESTERN CANADA

Vancouver Merchants Make Protest

Against Filing Monthly Reports—Board of Commerce Order Meeting with Opposition—Organization is the Safety Valve Says Secretary of R. M. A.

VANCOUVER—(Special)—A great deal of opposition is evident among the Vancouver retailers to the questionnaire that is now mailed by the Board at Ottawa. As the secretary of the R.M.A., Vancouver, puts it: "After holding up the retailer to contempt and scorn, after attempting to destroy the public confidence in the retailer and hounding and harassing him on every possible occasion, this expiring body, the record of which is one of pandering to prejudice and fanning the air, a body whose very status is in serious question—this body, I say, takes a last contemptuous kick at the retailer, and with its dying gasp insists on a rigid enforcement of its latest annoying futility, the questionnaire."

According to Mr. Hougham, the secretary of the B.C. R.M.A., the whole secret of the retailer getting proper recognition of his rightful place in the community scheme-of-things is in thorough organization.

Believes in United Effort

"While the grocer is getting it 'in the neck' the druggist sits back and says, 'well, really—this does not affect me,' and when the druggist is faced with an imposition the hardware merchant sits tight, but this spirit has simply got to be dug under. What is the hardware merchants' problem this month, is more than likely to be the grocers' next month. We must all strive for more solidarity—not as grocers' or hardware merchants', but as RETAILERS. The time is fast approaching when we retailers must start strong propaganda, demonstrating our place in the community life; we must prove our right to exist, and with that proven—be strong enough to protect ourselves as retailers from the vexatious impositions and ignorant experiments of politicians—both within and without the Government. Our fellow retailers in the State of Washington have retained an excellent speaker, well informed on merchandising and community problems whose sole duty it is to cover the state, addressing meetings of farmers and bankers, manufacturers and labor bodies, educating these classes to the rightful place in the system of present day living occupied and filled by the retailer. In my estimation the retailers in Canada could well employ some means to educate the public to their right to exist."

R.M.A. Notes

The R.M.A. in Vancouver printed in full, giving the text of the luxury taxes as outlined in the budget speech, and had it in the mails 48 hours before the local Inland Revenue officers had their telegraphic instructions.

* * *

Many B.C. merchants are refusing to fill out the questionnaire sent out by the Board of Commerce. The following resolution was passed by the Vancouver R.M.A.

"This meeting of Retail dealers of the Vancouver Branch of the R.M.A. of Canada, protests emphatically against the action of the Board of Commerce requiring retail dealers to fill out the monthly statement of staple commodities as per the form submitted by them for that purpose, for the following reasons:

1. That the attempt to supply the information called for would necessitate the employment of expert help, which, from an expense standpoint, would be prohibitive and would further enhance the cost of commodities to the public.

2. That it is impossible to arrive at an accurate statement of quantities purchased.

3. That in many of the commodities specified, prices are constantly changing during the period specified, i.e., during the month.

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A dealer from Blue River, B.C., who is required to remit his taxes to Vancouver, protests that he is again taxed when buying the money order to make the remittance.

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To show to Vancouver and New Westminster the size of the class in the community known as RETAIL MERCHANTS, the combined associations of the R.M.A. in Vancouver and New Westminster—all branches—will hold a monster picnic at New Westminster on August 11.

Western Notes

Meeting Creek, Alta.—H. P. Sperry has sold out his hardware business.

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Kimbey, Alta.—Beatty Co. have started a hardware store.

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McAuley, Man.—L. A. Leavins has sold his hardware business to Alex. McWilliams, Jr.

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Assiniboia, Sask.—Maza & Darby have commenced a hardware store.

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East End, Sask.—East End Hardware Store has dissolved partnership.

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Hodgville, Sask.—Rose & Boyle have started in the hardware business at Hodgville, Sask.

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Blairmore, Alta. — The Blairmore Hardware Co. are the first to install a substantial incinerator for the destruction of rubbish around their premises.

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J. L. S. Hutchinson, general manager of the Canadian Supply Company, Saskatoon and Winnipeg, was a visitor at the Toronto office of Hardware and Metal this week.

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O. B. Manville, of the Manville Hardware Company, Prince Albert, Sask., was a visitor in Toronto during the week. Mr. Manville was accompanied by his son.

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Winnipeg.—Stanley Brock Ltd., 80 Lombard St., Winnipeg, with offices at Calgary and Vancouver, have secured the selling agency for the Anthes Foundry line for Western Canada.

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Grande Prairie, Alta.—Hardware stores close at 6.30 p. m. except Saturday night and nights before a holiday. The Porteous Hardware Co. states there was considerable objection at first but that the system is now working fine.

Draw Business from Miles Around

Moose Jaw Hardware Company Watch Closely Developments in Outlying Districts for Paint and Other Business—Modern Fixtures Facilitate Carrying of Large and Assorted Stock.

THE paint department of the Moose Jaw Hardware Company, Ltd., Moose Jaw, Sask., is one of the busiest sections of the store. The farmers in the district are of the prosperous type, crops having been good recently, and they spend a good deal of money in keeping their farm buildings and equipment in first-class condition. Hardware dealers of Moose Jaw and district have been preaching paint as an insurance against decay and an important factor in economy for some years, and even when times are not so good a substantial response is made to these efforts.

By pushing the sale of paint, this store has been able to get a great deal of business from farmers for many miles around. An ear is kept to the ground at all times for indications of possible business. Information is secured from customers representing certain sections, as to building and other developments, and if a farmer is contemplating the erection of new buildings a special effort is made to get his business in paints and fixtures.

A view of the paint section of the store is shown herewith. It will be noted that a large and well-assorted stock is kept within easy reach. A counter display of brushes is shown, individual sections being used by the various sized and various priced varieties. The sale of brushes in conjunction with paints has been found useful and beneficial to both lines.

A general view of the main store is also shown herewith. It will be noted that a large stock is well taken care of by modern fixtures, including display cases, wall cabinets with glass fronts, drawers with samples attached, shelving above for surplus stock, store ladders, cash-carrying system, etc. George J. Morrison is president of the company.

Death of Prominent Hardware Merchant

Saskatoon. — Mr. Malcolm Isbister, postmaster of Saskatoon, died at his home, 534 Spadian Crescent, last week, at the age of 69 years 10 months. Mr. Isbister had been suffering from Bright's disease for a considerable period, and had been confined to his bed for the past four weeks. He came to Canada 65 years ago from the Orkney Islands. His parents settled at Galt, Ont., where he lived until manhood. After teaching school and engaging in the merchandise business at Petrolia with his brother, he came West as a contractor on the C.P.R. and lived in Port Arthur for several years. Later he moved to Scuris, Man., and Wawanesa, coming to Saskatoon in 1903, when, with his eldest son, he started the present hardware business. He was mayor of the town in 1906, member of the hospital board from 1906 to 1911, and president of the Board of Trade eight years. Mr. Isbister leaves two daughters and two sons: Mrs. J. Hanbury, Vancouver; Mrs. J. Pretty, Saskatoon; C. Isbister, Winnipeg, and James, Saskatoon.

Paint and Varnish Convention

Vancouver. — The British Columbia Paint and Varnish association met in annual convention in the board of trade rooms last week and after the business session a banquet was held at the Hotel Vancouver. The "Save the Surface Campaign" was a feature of the gathering.

Vancouver Stores Close at 6 p.m.

Previous advices to Hardware and Metal were that hardware stores in Vancouver close every evening at 6 o'clock except Saturdays. We are advised that this is not correct, as they close every evening in the week at 6 o'clock including Saturday.

Vancouver Dealers Entertained in Victoria

Vancouver, B.C.—A few days ago twenty Vancouver and New Westminster hardware dealers were entertained at Victoria by the hardware men of that city. They were driven about the city in motor cars, taken for a visit to the plant of the Sidney Roofing Company, entertained at the Butchart Gardens, and afterwards given dinner. The mainland men will reciprocate with a similar entertainment for their Victoria friends shortly.

Penticton, B. C.—The Penticton Hardware Co. announces that the business which was recently sold by Mr. J. C. Fleming to Messrs. C. L. Lynch and Malcolm Campbell and which has since been carried on by Mrs. Lynch and Mr. Campbell, will continue under that ownership and management. The firm name will remain as formerly, "The Penticton Hardware Co."

Newsy Notes From Here and There

Toronto.—W. H. Rumball, of Mimico Beach, made a business visit to Toronto this week.

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Toronto. — C. M. Cooper, hardware man of Richmond Hill was a visitor to Toronto this week.

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Toronto. — J. Henderson, hardware man of Brampton, Ont., was in Toronto this week on business.

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Toronto.—W. E. Preston, of Prestons, Ltd., Midland, Ont., was a visitor in Toronto this week.

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Toronto. — W. W. Schoales, secretary of Stewart and Woods, Ltd., is holidaying at Bala, Ont.

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Toronto. — J. P. Noonan, hardware merchant of Mt. Forest, Ont., was a visitor in Toronto this week.

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Toronto. — A. Hagerman, hardware merchant of Zephyr, Ont., was in Toronto this week on a business trip.

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Toronto. — A. W. Poole, managing director of Stewart and Wood, Ltd., has returned from a business trip to Montreal and eastern points.

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Toronto. — W. J. Moorish, hardware merchant of Highland Creek made a business trip to Toronto this week.

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Toronto. — J. Beaumont, hardware merchant, of Georgetown, Ont., made a business trip to Toronto this week.

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Toronto.—G. W. Pinkerton, hardware merchant, of Schomberg, Ont., made a business trip to Toronto this week.

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London, Ont.—Work is proceeding on a handsome new summer residence on the lakefront near Kingsville, Ont., for R. Baxter, of the Baxter Hardware, Windsor, Ont.

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Montreal. — Jas. Coleman, formerly manager of the Boss Lock Nut Factory, of Montreal, has become associated with the Consolidated Equipment Company, with offices in the Transportation Building.

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Toronto.—Employees of the Branston factories of Toronto and Buffalo held joint picnic at Queenston Heights last week. A feature of the programme was a ball game between teams from the two factories. Toronto winning by 13 to 6.

Toronto.— Alderman F. M. Baker, Ontario representative of T. S. Simms & Co., Ltd., St. John, N. B., has left for St. John to attend the annual conference of managers and district representatives of the above named firm. He was accompanied by his son Carl, who intends staying over for a period to study the brush industry.

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Montreal. — Edward Goodwill, vice-president, the Thos. Davidson Manufacturing Company, Ltd., Montreal, returned this week from a brief visit to Winnipeg; F. A. Fitchett, manager, Montreal branch of the Hobbs Manufacturing Co., Ltd., spent some days this week at the London office; Arthur W. Brown, manager, A. Ramsay & Son, Co., returned from an extended trip to Western Canada points.

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Montreal.—"Tony" Pautler, of Preston, Ont., has accepted a position as travelling representative for Lewis Bros., Ltd., and will cover Western Ontario territory for this firm; Alexander Gibb, Jr., returned from a trip to Western Ontario points; R. E. Bass, representing Williams Stove Lining Company, Taunton, Mass., was in Montreal this week; A. H. Seeley, representing L. B. Wasserstrom, New York, was in Montreal during the week.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

1093. **Nails.**—A co-operative organization in Roumania desire to receive quotations and other particulars from Canadian firms in a position to export nails.

1228. **Shovels and tools for use in tin mines.**—A Liverpool firm of West African merchants wish to purchase the above from Canada, for direct export to West Africa.

1231. **Galvanized buckets.**—A Liverpool firm of West African merchants wish to purchase the above from Canadian exporters for direct export to West Africa.

1234. **Galvanized wire fencing.**—A Liverpool firm of West African merchants wish to purchase the above from Canadian exporters, for direct export to West Africa.

1242. **Aluminum in ingots.** — An Australian firm ask for quotations for aluminium in ingots suitable for casting and alloying. Quotations f.o.b. Vancouver, B.C.

1243. **Pig lead, sheet lead, spelter and tinplate.**—A firm in Rio de Janeiro, with head office in London, England, desire to receive from a good firm in Canada exports of pig lead, sheet lead, spelter and tinplate. They are buyers of these goods, and would be glad to enter into correspondence with regard to agency arrangements.

1252. **Galvanized fencing wire.**—A New Zealand company ask for Canadian quotations on 100 tons galvanized fencing wire, No. 7 English standard gauge, with tensile strength 35 to 40 tons per square inch, able to bend through 180 degrees over its own diameter without failure. Quotations f.o.b. Montreal or St. John, N.B. The wire is required for securing bales of wool. If the first order is filled satisfactorily the company will be purchasers for wire in 500-ton lots from time to time.

1253. **Paints, varnishes, and domestic hardware.**—A firm about to open an office in London and place travellers throughout the United Kingdom are desirous of securing agencies, upon a commission basis, of Canadian manufacturers of paints, varnishes, and domestic hardware.

1254. **Gas and water tubing.**—An engineering company in the north of England ask for the addresses of Canadian manufacturers of gas and water tubing.

1255. **Electric lighting material.**—A Liverpool firm are interested in receiving quotations on ½-watt lamps, 230-volt, 100-watt and 60-watt.

1256. **Electrical and mechanical goods for engineers, etc.**—A Liverpool firm desire to secure agencies for the above.

1257. **Electrical goods.**—A Liverpool firm ask to be placed in touch with manufacturers of all classes of electrical goods.

1258. **Iron shoe rivets and tacks.** — A Liverpool firm are in a position to import the above in 50-ton to 100-ton lots.

1259. **Tools and hardware.**—A London firm wish to secure the agency of Canadian manufacturers of tools and hardware seeking a United Kingdom connection, notably: twist drills, milling cutters, etc., spanners, hand, brace and bench drills, hand and bench grinders, hacksaw blades, carpenters' tools.

1260. **Hardware, hollow-ware, implements and tools.** — A Liverpool firm ask to be placed in touch with exporters of the above, with a view to business on a buying or agency basis.

Warm Merchants Against Swindler

Officials of Local 454, International Brotherhood of Freight Handlers, Station Employees and Railway Clerks, Toronto, have issued another warning to local merchants against a swindler who has been operating for a year by promising good service from freight sheds to their warehouses, and has thus obtained considerable sums of money.

"This man has for the past year represented himself as an official of our organization," said an official of the union. "His usual practice has been to ask for a subscription to the funds of the union, and in return to promise prompt delivery. At some places the merchants have refused to give a subscription, and he has threatened to tie up their business."

Hardware Exports to United Kingdom

Interesting Figures Show Where Canadian Products Stand Among Countries Exporting to United Kingdom—Canadian and U.S. Safety Razors Exceed European Makes in Value—German Trade Dominates Some Lines.

IMPORTS of hardware, hollowware and cutlery into the United Kingdom during May, 1920, from Canada, are as follows:

Hardware, other than hollowware—113 cwt., valued at £799.

Hollowware (cast, not enamelled)—one ton. valued at £83.

Hollowware (cast, enamelled)—Five tons, valued at £1,019.

Hollowware (wrought, enamelled)—Thirty-three tons, valued at £3,207 (third largest country).

Hollowware (wrought, galvanized)—Two tons, valued at £114.

Hollowware (tinned plate)—One ton, valued at £170.

Cutlery—4,402 dozen, valued at £11,-953 (second largest country).

A feature of the statistics just issued shows the continuance of importations of German cutlery into the United Kingdom. During the month, importations from Germany of knives, other than machine knives, totalled 21,934 dozen, valued at £8,190. The next largest country was France, from which 1,274 dozen were imported. This comparison shows the extent of German trade in this commodity. Also in cutlery, under the heading scissors and shears, German importations predominate with 15,195 dozen, valued at £7,811.

In the case of safety razors, French products predominate with 124,600 dozen, valued at £6,371. United States is next with 35,686, valued at £18,923, and Germany, third, with 10,264 dozen, valued at £1,618. In point of value the imports from United tSates head the list, with Canadian products second, indicating that safety razors from America are of a higher value.

In other razors, imports of German goods predominate.

GETTING A BIT RESTLESS

Catalogs and Booklets

A. C. Gilbert Menzies Co.

A. C. Gilbert Menzies Company, 439 King St. W., Toronto, have issued a very complete catalogue covering toys of their line. The catalogue contains 32 pages and is very well illustrated, and shows many lines of erectors and erector cabinets, engineering toys such as hydraulic and pneumatic engineering, also sound experiments, civil engineering machine designs, weather bureau outfits, signal engineering, amateur wireless outfits, wheel toys of many models, and toy makers, tin can toys, toy motors, the chemistry outfit, electrical sets, electrical toys, soldering outfits, designing and electrical accessories, carpenter and picture framing outfits, tool chests, as well as games, jokes, puzzles and coin tricks, etc. Tractors and clock sets, tanks, and air craft, as well as nurses outfits for girls, machine guns for boys, are also shown. Readers of Hardware and Metal interested may have a copy from the above named firm on request.

* * *

Hoods, Limited, Birmingham, Eng.

Hoods, Limited, Birmingham, England, have issued a supplementary catalogue which they call No. 199, which contains 96 pages and covers a great number of articles including galvanized ware, cast and wrought hollow ware and kitchen utensils, ice machines, food choppers, ice cream freezers, wringers, and mangles, washing machines, coal boxes, rubber specialties, lawn mowers, garden tools, lime washing outfits, bicycles, brushes, and hair brooms, polishes, tinware, wire goods, cutlery, cycle accessories, gloves and mitts, brass foundry, locks, latches, and other lines of builders' hardware.

Also aluminum ware, some lines of wooden ware, wheelbarrows, garden and bathing tents, garden settees and chairs, step ladders, club bags, grips, and trunks, carpet sweepers, mirrors, gas mantles, go-carts, lanterns, oil stoves, and many other lines are listed. Readers of Hardware and Metal may have a copy of this catalogue on request from the above named firm.

* * *

Canadian Supply Company, Limited. New Catalogue

Canadian Supply Company, Limited, of Saskatoon, Sask., and Winnipeg, Man., have issued a 434 page loose leaf catalogue which is now being distributed to the customers of the company. The catalogue is printed on particularly fine paper and is splendidly illustrated, many of the illustrations being in colors. The catalogue is divided into sections in order to make it handy for the hardware merchants, and there is also a very complete sectional index. In addition to many regular hardware lines, motor accessories are also featured in the catalogue, and the point is emphasized that the company is a wholesale hardware only.

Patents Electric Heater

James Taylor, Toronto, has been granted a patent on an electric heater which, it is claimed, will heat 30 gallons of water to a temperature of 180 degrees Fahr. in 55 minutes at a cost of two cents, and raise 30 pounds of steam in one hour and a quarter at a cost of six cents. Extensive tests have proved that the heater can be used to heat a house by steam or hot water.

NEW HARDWARE GOODS

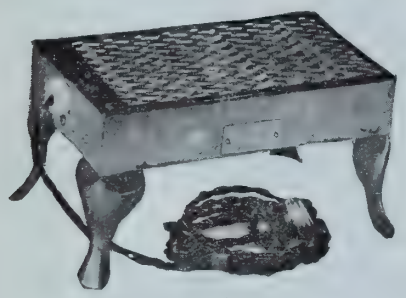
OFFERED TO CANADIAN HARDWAREMEN

ELECTRIC TOASTER AND HEATER

The Bestor Manufacturing Company, Seattle, Washington, are offering the Canadian trade several new electrical appliances, amongst which are electric toasters and electric heaters.

The manufacturers claim their new toaster has many improvements and eliminates crumb nuisance, and when turned upside down all particles of crumbs readily fall out. They also claim this appliance not only toasts quickly, but is ornamental and so sturdily built that roasts of meat or other foods may be kept warm without overheating, and at a trifling expense as the toaster is scientifically constructed on economical lines.

The manufacturers describe their new luminous heater as follows. It is an



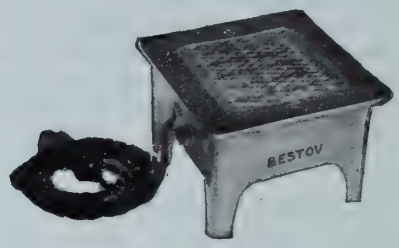
Electric Toaster

electric heater that satisfactorily compares with permanent cold weather heating installations. It is of the glowing coil, open fire place type, built of

Luminous Heater

steel, oxidized copper finish, nickel-plated guard, polished copper reflector, has large nickel-plated handles on sides which are always cool, making the heater easily portable.

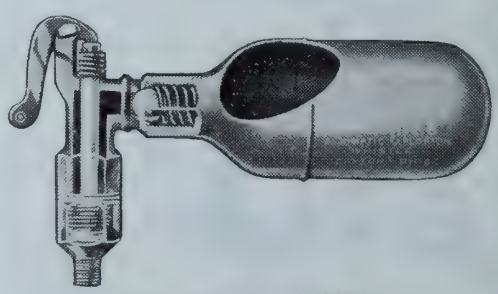
Preparations are being made by this Company to establish a plant in Canada,



and they give it as their intention to be represented from coast to coast.

AUTOMATIC EXPLOSION WHISTLE

The Brookins Manufacturing Co., Dayton, Ohio, are offering the trade a warning device for automobiles and motor engines which they call the Brookins automatic explosion whistle. In describing their new device the manufacturers claim that in appearance it is similar to other types already on the market, but its operation is entirely different. There is a spring and ball check valve which holds its seat against normal compression of about sixty pounds in the cylinder. This valve automatically opens when the explosion pressure of approximately 250 pounds is generated in the cylinder, releasing the full explosion pressure to the whistle. Instantly and automatically this valve closes again and prevents air from being drawn into the cylinder on the intake stroke, which would spoil the mixture in the cylinder for the next explosion. They

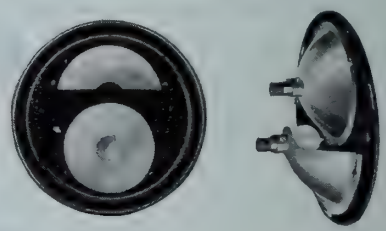


Auto Explosion Whistle

also claim that to install, the only tool necessary is a wrench, in order to remove one of the pet cocks and put the whistle in its place; if the engine is not equipped with pet cocks an adapter for the spark plug connection can be furnished or a priming cup spark plug may be used. The whistle is operated by a strong string or small wire attached from whistle through the instrument board to steering wheel column, where the slight pressure of finger against the wire blows the whistle.

FOUR-RANGE HEADLIGHT

A new four-range headlight is being offered the trade by the Alvo Manufacturing Co., Ashland, Ohio. One of the most important features of the new headlight is said to be the non-glare range which the makers claim is a distribution of light produced by shielding the lamp bulb from view so that the rays have a maximum height of 42 inches above the road and cannot throw a glare into the eyes of approaching motorists. The advantage of this non-glare range is that glare is made impossible without the sacrifice of lighting efficiency.



Four Range Headlight

In describing the device, the manufacturers make the following claims: The four ranges of light are produced by the use of two reflectors, one above the other. The upper reflector is 5 inches in diameter and the lower reflector (which is cut off in the center by a horizontal shield) is 6 inches in diameter.

The upper reflector is a paraboloid, and the lower reflector half of a paraboloid. Both reflectors are scientifically accurate in design, and commercially accurate in the smoothness and regularity of their contour. They are made of spun brass, with a polished nickel surface covered by a highly polished silvered coating.

The second range meets the regulation against glare, the lamp bulb is hidden from view and the light so controlled by being cut off at the horizontal eliminating the possibility of glare reaching the eyes of approaching motorists.

The various ranges of light are obtained by a simple switch arrangement on the dash.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

HARDWARE commodities manufactured from iron or steel continue to advance in price and the tendency is for still higher quotations. Many important price changes have been made this week and with the exception of linseed oil and turpentine all lines have been revised upwards.

Wrought pipe prices have again been advanced. Wire nails also have higher quotations. Nipples, couplings and unions are up several paints. A sharp advance has been made on lanterns. Bar iron and steel, wash benches, wringers and washing machines, clay picks, mattocks, car movers, sisal and jute halters, polishing mops, curry combs, cross cut saw sets, pipe wrenches, toilet clippers, sweat pads, shears, roofing shingles, roofing nails, gem casters, chandelier hooks, rope cleats, hitching rings, nail pullers, stocks and dies, pliers, carpenters' pincers, plumb bobs, band screws, whiffletrees doubletrees and neck yokes bull rings, paper clips, paper files and some lines of cutlery all are on the list of higher revised prices.

Many are concerned for future delivery of goods especially for fall delivery, on account of the set back the majority of industries have experienced, owing to the tie-up of freight transportation. The great shortage of coal is also an important factor in hold back production.

The scarcity of many lines of hardware is not being readily overcome and many will have to be satisfied with a smaller turnover on account of not being able to secure the goods to sell. Wire and wire products are daily becoming more scarce with little signs of an early relief.

Collections are coming satisfactorily.

MONTREAL MARKETS

MONTREAL, July 15.—Hardware activity is remarkably good, considering that the season is so advanced. From the country orders to hand are numerous, and from city dealers there is a demand for certain summer goods. Sporting goods and ammunition are very active—much more so than usual for several years past.

There are some important changes this week. Wrought iron pipe is higher as are also nipples and couplings. There is strong probability of nails advancing again. A stiff advance has been made on lanterns. Bar iron and steel have advanced 25c per 100 lbs. Folding wash benches, wringers, washing machines, etc., have advanced in price. Picks of all kinds are $1 per dozen higher all around. Wheelbarrows are somewhat higher in price. Old scrap materials are down, for the most part, but there is a brisker buying movement this week. Standard anvils are marked higher. The file market is firm and prices may go up. Glass wash boards may advance in price. Wood handles of all kinds are firm, and hickory handles may be higher in price. Lubricating and fuel oils are higher. Solder prices are lower. There is a 5 per cent. decline in the price of steel squares and in some lines of cabinet hardware. The coal and transportation situation are causing some anxiety.

Nails May Advance Before End of Week

Montreal.

NAILS.—The basis for wire nails has advanced 30 cents per keg base. The undertone is strong and supplies are scarce. Present basis is $6.40 per keg, and while some have thought, this to be the peak price, it would seem that conditions have changed and that in common with many other commodities unforeseen conditions have necessitated a change. Cut nails are selling at $6.35 per keg, base.

Charge Higher For Oiling Various Wire

Montreal.

WIRE.—The charge for oiling hay wire and other grades heretofore has been 10c extra per 100 lbs. A change has been made this week and the extra charge is now 25c per 100 lbs.

In general there is a very active demand for wire of all kinds and the jobbers are finding it difficult to fill all orders. There is an exceptionally heavy demand for baling wire and it is doubtful whether there will be nearly enough to go around this fall. In view of the whole situation there is every reason to expect a continued firm market and higher prices will not come as a surprise.

Stiff Advance Is Made on Lanterns

Montreal.

LANTERNS.—A stiff advance has been made in the price of Cold Blast Lanterns with both short and long globes. The present price is $15.00 per doz. It will be recalled that Hardware and Metal predicted a very strong market on this line in a recent issue and an advance was then forecast.

Thirty Cents Added to Iron Prices

Montreal.

IRON AND STEEL.—Another advance of 30c per 100 lbs. has been effected in the price of bar iron and various grades of steel. The new prices are as follows: Bar iron, $4.95 per 100 lbs.; refined iron, $5.05; mild steel, band steel and sleighshoe steel, $5.30; tire steel, $5.50; harrow tooth steel, $5.45; iron finish machinery steel, $5.35; spring steel, $5.80; single reel machinery, $6.80; Coe-casa steel, $6.20. The latter price is for all sizes and there is no base on this one product.

IRON AND STEEL

Iron finish machinery steel		5 30
Norway iron	13 50	15 00
Single reeled machinery steel		6 75
Spring steel		5 75
Sleigh shoe steel		3 75

Tire steel	5 45
Toe calk steel, per 100 lbs.	6 15
Band steel	5 25
Harrow tooth steel	5 40
Mining tool steel, per lb.	0 24½
Black diamond tool steel, per lb.	0 24½
Black diamond cast steel, per lb.	0 24½
Bar Iron, base	4 90
Refined iron, per 100 lbs.	5 00
Mild steel	5 25

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Folding Wash Benches Are Higher in Price

Montreal.

FOLDING BENCHES.—An advance has been made in the price of folding wash benches and this is in accord with the advance made this week in the price of wringers and washing machines. The price quoted on these by jobbers at present is $65.00 per doz.

Prices Picks and Mattocks Up $1.00

Montreal.

PICKS.—An advance of $1.00 per doz. net has been made in the price of various lines of picks. This applies to clay picks, rock picks, pick mattocks, grub mattocks, and grub hoes.

Wheelbarrow Prices Register New Advance

Montreal.

WHEEL BARROWS.—An advance has been made in the price of two lines of wheel barrows of the garden type. Number 1, or the small size, is now selling at $78.75 per doz. and the large or number 3 size, at $105.

Most Old Scrap Is Down; Stove Plate Up

Montreal.

OLD MATERIAL.—Some readjustment of price has been made this week in the old material list, yellow brass being reduced to 9 to 10c per pound, red brass 16 to 17c, light brass 6½c, scrap zinc 6¼c, wrought iron $19 to $20 per ton, pipe scrap $14, heavy melting steel $18 to $19, No. 2 busheling $10 to $12, and boiler plates $15 to $16. On the other hand there has been some improvement in the basis for stove plate which is now quoted $30 per ton.

Since last report improvement has been manifest in the demand from manufacturers. For a long time there was a slump in this respect but conditions are now better and it is expected that this improvement will continue for some time as the manufacturers will be needing more material.

Dealers' Buying Prices

Automobile tires	0 02½	0 03
Yellow brass	0 09	0 10
Red brass	0 16	0 17
Light brass	....	0 06½
Scrap zinc	....	0 06¼
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	30 00
Heavy melting steel	18 00	19 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Binder Twine Active; Difficult to Move

Montreal.

BINDER TWINE.—There is a very active movement at the present time in binder twine and the difficulty which Montreal manufacturers and jobbers experience at the present is that of getting transportation of the same. A strike of teamsters had made it necessary for various firms to do their own carting and this has held back shipments to some extent. However there is a very free movement of this product which is selling steadily at prices arranged some weeks ago.

Wringer Prices Move Upward

Montreal.

WRINGERS.—A new list has been issued on various wringers and the following prices are effective: Bicycle per doz. $115; Royal Canadian, $102; Rapid, $100; Warranted, $127; Easy, $110; Eureka, $79.00; New Eureka, $87.00. These prices are subject to regular discount of 20%. Other makes are also advanced.

Higher Prices for Washing Machines

Montreal.

WASHING MACHINES.—An advance has been made in the price of various washing machines, some of the leading designs selling as follows: Snow-Snowball, $19.50; Magnet, $22.75; Ideal, $28.00; New Century, $19.75; "A". On these prices 20% discount is allowed. It is expected that other lines will be advanced immediately.

Anvil Prices Are Revised Upward

Montreal.

ANVILS.—Sanders make of Anvils are revised in price and are selling on the following basis: for 41 to 56 lbs., the price is 29c per lb.; 57 to 70 lbs. 27½c; 71 to 83, 25c; 84 to 139, 24½c; 140 to 450, 24c.

File Market Firm; Prices May Go Up

Montreal.

FILES.—The undertone of the file market is a very strong one at the present time and it will not be surprising if the prices advance in the near future. If an increase is made effective it will be due to the increased cost of raw materials and also to the high prices prevailing for labor.

$4.00 Per Ton Added to Pipe Prices

Montreal.

IRON PIPE.—Wrought iron pipe has advanced in price about $4 per ton. This is the first increase since April, when the former schedule was made up and the new prices now effective date from July 7. A revised schedule showing the new quotations is appended herewith.

WROUGHT PIPE

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛ in.	$ 6 50	$ 8 50	$.....	$.....
¼ in.	5 31	7 41	5 61	7 71
⅜ in.	5 31	7 41	5 61	7 71
½ in.	7 10	8 64	7 52	9 05
¾ in.	8 80	10 87	9 37	11 44
1 in.	13 01	16 07	13 86	16 92
1¼ in.	17 60	21 74	18 75	22 89
1½ in.	21 04	25 99	22 41	27 36
2 in.	28 31	34 97	30 16	36 82
2½ in.	44 75	55 28	....	....
3 in.	58 52	72 29	....	....
3½ in.	74 06	90 62	....	....
4 in.	87 75	107 37	....	....

Couplings and Nipples Are Advanced Somewhat

Montreal.

COUPLINGS, NIPPLES.—Prices are advanced for both these lines through revision of the discounts. The present discounts are as follows: Wrought nipples, 4 in. and under, 50 per cent.; 4½ in. and larger, 40 per cent., and 4 in. and under, running thread, 20 per cent. Wrought couplings, 4 in. and under, 20 per cent.; 4½ in. and larger, net.

Some Cabinet Hardware Lower to Extent 5%

Montreal.

CABINET HARDWARE. — Various kinds of cabinet hardware, including drawer pulls, cabinet handles, drawer locks, etc., have eased somewhat in price and are quoted about 5 per cent. less than previously.

Some Reduction in Price of Steel Squares

Montreal.

STEEL SQUARES.—A decline in the price of steel squares has been made effective this week, the reduction amounting to about 5 per cent. It is a long time since there was any reduction of price on this line, and while the change is a small one will be welcomed by the hardware trade.

Glass Wash Boards May Soon Advance

Montreal.

WASH BOARDS.—There is a strong possibility that an advance may soon become effective for glass wash boards. The supply of glass is very short at the present time, and it is difficult to get the necessary supply from St. Louis, which supplies a good deal of this glass to the manufacturers of wash boards. While recent arrivals have been considerable, these have been required to fill back orders, and there is little stock available for new business.

Scarcity Handles May be Manifest

Montreal.

HANDLES.—It is expected that there will be a shortage of hickory handles again this fall. At the present time it is difficult to get adequate stock of these goods, and in view of the fact that supplies of hickory are not available in large quantities, those selling these lines in Canada believe there will be some diffi-

culty in getting requirements this fall. There is a fair supply of maple handles to be had. Prices are bound to rule high, perhaps higher than they are at present.

Oil and Gasoline Firm and Very Active

Montreal.

OILS, GASOLINE.—The oil market, generally, is very firm. Prices have reached record levels. The consumer appears to buy without reserve, and this is responsible for a very active condition at the present time. Coal oil is selling some 29 cents per gallon and up, while gasoline is selling at 39½ cents.

Lubricating and Fuel Oils Higher

Montreal.

FUEL OIL.—A constantly increasing market prevails on fuel oil. The present basis rules around 23 cents per gallon, and this is, of course, a new high record. There still is considerable shortage of the product, and those having adapted their plants to the use of fuel oil have had some difficulty in securing adequate supplies. Lubricating oils—The various grades of lubricating oils are constantly firming and various manufacturers have had to increase prices from time to time. While it is impossible to give a list of prevailing prices. Standard castor machine oil is now selling at a price of 49½ cents per gallon. Higher prices can be looked for.

Summer "Ware" Trade Has Been Excellent

Montreal.

WARES, STOVES.—Despite the advanced season of the year, when conditions are expected to be very quiet, there is still a considerable outgo of various wares. Enamelled ware, galvanized ware, tin ware, etc., are in active demand, seasonably speaking, and prices are naturally very firm although there has been no changes during the past week. Stoves are rather quiet, but the undertone is a very firm one.

Rope Is Holding Steady But Is Quiet

Montreal.

ROPE, CORDAGE.—The movement of rope is naturally confined to a sorting business, and prices remain unchanged with pure manila selling at 35 cents per pound, base; New Zealand and British manila at 28 cents, and sisal at 23½ cents.

Solders Are Lower Due to Tin Reduction

Montreal.

LEAD PRODUCTS.—Prices are somewhat easier on solder This has been induced by the better prices ruling for tin, which has had a spectacular career in London. Local prices on strictly, commercial and wiping solders have been shaded considerably, and corrected quotations are given below. The market, generally, on other lead products such as pipe, sheet lead, etc., is without change. Any slight favoring of price from the basis lead quotations are offset by the higher cost of fuel, labor costs, etc.

Lead pipe, per 100 lbs.	17 00
Lead waste, per 100 lbs.	18 00
Note.—Lead pipe is subject to a discount of 10%	
Lead traps and bends	List plus 30%
Lead wool, lb.	0 16
Lead sheets, 2½ lbs.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	0 13¼
Do., 4 to 8 lbs. sq. ft.	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 37½
Solder, strictly, lb.	0 35½
Solder, commercial	0 33
Solder, wiping, lb.	0 32¾
Solder wire (8 gauge)—	
40-60	0 37½
40-55	0 39¾
50-50	0 42¼
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Sheets Still Scarce; Buyers Paying Premium

Montreal.

SHEETS.—Buyers who want sheets are finding the going hard enough and usually have to pay a premium for their requirements. The supplies are still inadequate and it is but slowly that improvement will come. Quotations are quite nominal.

BLACK SHEETS—	
10 gauge	9 00
12 gauge	9 05
14 gauge	9 10
16 gauge	9 35
18-20 gauge	9 40
22-24 gauge	9 45
26 gauge	9 50
28 gauge	9 50
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	12 50
28 gauge	12 10
26 gauge	10 75
22 and 24 gauge	11 55
20 gauge	11 55
16 gauge	10 25
18 gauge	11 55
English Standard—	
26 gauge	12 50
28 gauge	12 25
24 gauge	11 65
22 gauge	11 30
18 and 20 gauge	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Some Improvement in Ingot Metals

Montreal.

INGOT METALS.—Some local improvement is noticeable this week in ingots. That is to say, the movement is somewhat better and the price basis more steadied. While a quiet time of the year has arrived some are looking for reasonably good business.

TIN.—London markets have settled down to a better basis and prices hold here at around 58 to 60 cents per pound, with some trading reported.

COPPER.—Prices are 23½ cents for casting grade and 24 cents for electrolytic. The undertone is more settled than it has been.

LEAD.—This is a bit firmer in tone, 10 to 10½ cents being quoted. Trading is only fair in this market.

SPELTER.—Some are quoting higher on this at 12½ cents, although others are offering at 10¾ cents per pound.

ANTIMONY.—At 11 to 13 cents per pound there is some business, although the liquidation is not so heavy as it was a few weeks ago.

ALUMINUM.—A price of 37 to 38 cents per pound is being quoted on this.

TORONTO MARKETS

TORONTO, July 15.—Great activity has been shown throughout the hardware trade as regards to price changes and this week many basic lines of hardware have been marked up to higher levels. Wire nails have advanced 15 cents per keg base and wire and wire products of many kinds are very scarce. Wrought pipe has also advanced and a new list number 45 has been issued. Cold blast lanterns also have had a sharp advance.

Liquid veneer mops, sisal and jute halters, car movers, clay picks, mattocks and grub hoes, pipe fittings, including nipples, couplings, dart unions, etc., are all included on the list of advanced prices.

Although business has been very good considering the season of the year. Sales have slightly fallen off and business is rather quiet. Harvest tools are in good demand also rope, binder twine, and wares. Brush prices are very firm and manufacturers are not prepared to accept spring booking orders at present quotations.

The scarcity of many lines of hardware has not been offered much relief and some commodities are very hard to procure.

Collections are coming forward satisfactorily.

Cold Blast Lanterns Have Been Marked to $15 Doz.

Toronto.

COLD BLAST LANTERNS.—A higher revision has again been made on the price of cold blast lanterns and these are now priced at $15 per doz. Manufacturers state they are daily finding it more difficult to secure supplies of raw material and the glass globe also costs more to manufacture, it is stated. The new prices are very firm.

Liquid Veneer Mops Advanced to $16 Per Doz.

Toronto.

LIQUID VENEER MOPS.—New and higher prices have again been made on liquid veneer mops and the new price is now being quoted at $16 per doz. This is said to be due to the higher cost of manufacture and the advanced cost of raw materials generally throughout the manufacture.

Sisal and Jute Halters Have New Higher Prices

Toronto.

HALTERS.—Some lines of sisal and jute halters have been advanced in price, small sizes now being quoted at $25 per gross and the large sizes at $38 per gross.

Car Movers Advance Now Quoted at $16.25 Ea.

Toronto.

CAR MOVERS. — Further revisions have been made in the price of car movers, and new and higher prices are now in effect, $16.25 now being the quotation:

Higher Prices Made on Various Clay Picks

Toronto.

CLAY PICKS. — New and higher prices have again been made on clay picks, and the new price is now being quoted at, $13 for 5 to 6 pound, $14 for 6 to 7 pound, and $15 for 7 to 8 pound,, while the 8 pound is quoted at $16.50 per dozen.

Mattocks Now Cost $15 Dz. Grub Hoes Also Higher

Toronto.

MATTOCKS have been revised upwards this week, the new quotation now ranging from $14.50 to $15.50 per dozen.

GRUB HOES have also higher revised quotations, the new prices being quoted at $11.50 to $15.50 per dozen.

Pipe Fitting Prices Join March Upwards

Toronto.

PIPE FITTINGS have been revised to higher levels. Dart Unions have had a considerable advance, the ¼ to 2½ inch. now being quoted at a discount of 8 per cent. off the list in place of a former 17½ per cent. discount while the 2½ and larger are now quoted at an additional 55 per cent. to the list in place of a former 9¼ discount.

NIPPLES have also been revised upwards, the discount on 4 inch and up is now 50 per cent. in place of the former 60 per cent.; the 4½ and larger are now quoted at 40 per cent. from the list; the running thread, 4 inch and under, at 20 per cent. discount from the list. Couplings have also been revised upwards, 4 inch and under, being quoted at a discount of 20 per cent. from the list.

Higher Prices Again Made Iron and Steel Pipe

Toronto.

WROUGHT IRON. — A sharp revision has again been made in the price of wrought iron and steel pipe, and in line with the conditions surrounding the manufacture of this commodity the new price are considerably higher. Jobbers state they have great difficulty in securing some sizes of pipe, and it is believed that there are many large jobs held up as a result.

Manufacturers state the fuel shortage has been having considerable disruption to their system of manufacturing, and one manufacturer stated that he was several weeks behind in deliveries of coal, and that if shipments of fuel did not arrive in better quantities he may be forced to close down until supplies come forward.

NAILS.—A further advance of 15 cents per keg base has been made on nails; as previously mentioned in these columns, nails and many other wire products have been very scarce, a situation which is attributed to the scarcity of rods. The tie-up of the freight transporation is also a factor and manufacturers have had great difficulty in securing coal and other fuel.

The present shortage of nails shows little relief and warehouse stocks are very light and notwithstanding the new advanced prices there are some who are offering premiums over these quotations in order to get delivery.

The new price is very firm and is quoted at $6.25 per keg. base:

The new price on pipe is very firm and whether it will hold at this price for any definite time is a matter of conjecture. The following are the new higher quotations:

Wrought Pipe

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.61	7.71
⅜	5.31	7.41	5.61	7.71
½	7.10	8.63	7.52	9.05
¾	8.80	10.87	9.37	11.44
1	13.01	16.07	13.86	16.92
1¼	17.60	21.74	18.75	22.89
1½	21.04	25.99	22.41	27.36
2	28.31	34.97	30.16	36.82
2½	44.75	55.28	....	....
3	58.52	72.29	....	....
3½	74.06	90.62	....	....
4	87.75	107.37	....	....

Various Wares are Firm Raw Material Scarce

Toronto.

WARES. — Manufacturers of wares of all kinds are still faced with the difficulty of procuring supplies of raw material, and the prices are very firm as a result, and manufacturers state they have little chance of accumulating any stocks as the demand is so heavy that the goods are practically shipped from the machines to dealer or jobber as the case may be.

Galvanized wares are very firm, and the famine prevailing for sheets is causing the manufacturers a great inconvenience, and many lines are very hard to procure as a result.

Prospects for Fall Stove Business Very Bright

Toronto.

STOVES AND RANGES.—Manufacturers are busily engaged at the present time in making up stoves of various kinds for the Fall business, although it is believed that they have no great stocks ahead of them on account of the scarcity of raw material.

Iron and Steel Bar Prices Firm; Have Fair Stocks

Toronto.

IRON AND STEEL BARS. — The heavy demand on stocks for agricultural flats has lowered many warehouse stocks and in view of being between periods for mill run some sizes are very scarce.

Other bars, however, are said to be adequate to cover the present demand and jobbers are looking forward to fair receipt from the manufacturers for future booking regardless of recent interruptions owing to the shortage of coal and the tie-up on the railroads. The following are the present quotations:

Common bar steel, 3-16 and light......	6 00
Common bar steel, ¼ in. and heavier....	5 50
Common bar iron, 3-16 in. and heavier....	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 95
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Lead and Zinc Products Hold Firm; Unchanged

Toronto.

LEAD AND ZINC PRODUCTS.—A very satisfactory buying movement is being made at present for nearly all kinds of solder and fair volumes are moving out. Lead pipe and lead waste and traps also have a keen demand and many hundred lbs. are daily being used. The situation shows little change over last week and all in the following list have the same quotations as previously, although present prices are rather firm due to the fluctuation of the basic metals. Nearly all products have uncertain quotations and whether any downward change will be made in the future remains to be seen. The following are the present quotations:

Lead pipe, list, per lb.	0 17
Do., over 8 in., list, per lb............	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 43
Solder, strictly, lb.	0 35
Solder, commercial, lb.	0 33
Solder, guaranteed, lb.	0 39
Solder, wiping, lb.	0 33
Lead waste pipe, list, per lb.............	0 18
Zinc sheets, per lb.	0 19

Spring Brushes May Again Be Advanced

Toronto.

BRUSHES.—The present situation on bristle brushes of nearly all kinds is very tight and some who have been accustomed to buying in a stock ahead were disappointed to learn that manufacturers were unable to accept present orders for spring delivery. This manufacturers state is due to their uncertain conditions and to the difficulty of securing their raw materials to cover this booking, and indications point to August before the new spring prices will be announced.

Some have it that these new prices will be at an advance as in most cases it is customary for the bristles to take from one to two years from the time they leave the animal till in the hands of the manufacturer, and this, manufacturers state has necessitated them going into the markets for extensive quantities at high figures. The present higher quotation for the raw material does not augur well for lower prices for some time to come and many are of the opinion that higher prices will be made in the near future.

FIBRE BRUSHES are quoted at very firm high prices with little prospect of any immediate reductions being made. The demand continues to be a fairly heavy one and good quantities are moving out, although manufacturers state they have some difficulty in supplying all sizes.

Rope Sales Seasonably Good; Price Steady

Toronto

ROPE.—Prices continue very steady for rope and a fair volume is being handled. Few are looking for an immediate change in price and jobbers state there is little likelihood for some time at least until warehouse stocks which have been purchased previous to the removal of the war tax of 7½ per cent. become reduced.

BINDER TWINE.—The majority of dealers have now got their supplies of binder twine, and manufacturers state there is very good promise for a big repeat business during the season. The prices are as per current quotation pages:

Sheets and Plates Show No Relief; Still Scarce

Toronto.

SHEETS AND PLATES.—The famine for sheets of nearly all kinds has shown little relief and very few have stocks to supply the demand being made on them. Manufacturers are in a quandary as to when they will receive their orders which have been booked for some considerable time and while it is true that some are receiving small shipments the supplies that are coming through are in no way sufficient to supply the huge demand.

Transportation difficulties have caused many disruptions at the source of supply and a new development in the situation is the shortage of cars for which many are tied up now and are unable to ship their supplies that are finished.

The demand for sheets of nearly all kinds is becoming heavier each day and those depending on shipments which have been booked a long way ahead have not received supplies which have been long overdue, and many contracts and other works are held back as a result.

The following quotations are published here merely as a guide, and while these prices are fairly standard many are charging premiums on account of having to go into the local markets, or where practically recent shipments have been received by the jobbers by paying a heavy premium, and in this case these shipments are also subjected to resale premium prices.

BLACK SHEETS

14 gauge	....	$8 95
16 gauge	....	9 00
18-20 gauge	....	9 45
22-24 gauge	....	9 50
26 gauge	....	9 55
28 gauge	....	9 65
3-16 inch plate	....	9 75
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$12 50	$12 00	$13 25
U.S. 28	11 45	12 70	11 45	12 85
U.S. 26	11 15	12 40	11 15	12 55
22 and 24	11 00	12 25	11 00	12 40
18 and 20	10 70	11 95	10 70	12 10
16	10 70	11 95	10 70	12 10
12 and 14	10 55	11 20	10 55	11 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Boiler Tube Prices Firm; Show No Change

Toronto.

BOILER TUBES. — A considerable scarcity is noted for some sizes of boiler tubes, and jobbers state they are getting anything but sufficient supplies from the mills who in turn state they have found it almost impossible to secure sufficient supplies of skelp. It is believed that great demands have been made on the skelp mills this season owing to the extension and research work being carried cut on the oil fields, and some have it that many miles of pipe have been secured for this purpose at premium prices for which mills have had to neglect other orders coming from the regular sources. The following quotations are very firm and are quoted as follows:

BOILER TUBES—	Seamless	Lapweld
1 inch	$23 00	.....
1¼ inch	32 00	.....
1½ inch	33 00	.....
1¾ inch	35 00	30 00
2 inch	34 00	30 00
2¼ inch	38 00	33 00
2½ inch	47 00	37 00
3 inch	53 00	47 00
3¼ inch	.....	54 00
3½ inch	70 00	49 50
4 inch	98 00	64 00

Waste Material Demand Fallen Off; Price Weak

Toronto.

WASTE MATERIAL. — Little improvement has been made on the movement of materials and the present market is very sluggish. The tendency is still downward and still lower prices would not surprise some of the better informed.

One large dealer stated that the present conditions were such that English materials could be laid down and purchased for practically the same money as is being offered here. The following are the present quotations:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 08
Scrap zinc	0 06
Heavy copper	0 17
No. 1 machinery cast	33 00
Heavy melting steel	15 00
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 02½
Heavy lead pipe	0 05¾
Tea lead	0 03

Corrugated Sheet Production Still Low

Toronto.

CORRUGATED SHEETS. — Very little improvement has been made in the shipment of flat sheets and manufacturers of corrugated sheets are very materially held up as a result. Many are wondering if this situation will show any relief in the near future as shipments of sheets seem more difficult to procure than several months previously. Part of this, however, is attributed to the recent tie-up of the railroads, the congestion of freight as well as a new situation which has developed regarding the shortage of cars. The mills, it is stated, are also considerably behind in their orders, and it may be some considerable time before they are again in position to ship orders promptly.

Owing to the great difficulty in securing supplies as well as the premiums to be paid in order to secure immediate delivery, many are charging premiums over the prices shown herewith, although these prices generally are conceded to be booking or standard prices.

	Per 100 square feet	
Corrugated Sheets—	Gal'zd.	Painted
No. 28 gauge	$10.50	$ 8.50
No. 26 gauge	11.25	9.75
No. 24 gauge	16.75	12.00
No. 22 gauge	19.75	15.00
No. 20 gauge	23.50	19.25
No. 18 gauge	30.00	23.75

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Discount, 7½%.

Higher Prices Made on Some Machine Oils

Toronto.

MACHINE OIL. — Further advances have again been made on machine oil

prices. The capital cylinder is now quoted at 34½ cents per gallon. The black summer oil at 30 cents per gallon and the black winter oil at 30½ cents per gallon.

Tin is Up 4½c Lb; Spelter and Lead Are Also Higher

Toronto.

INGOT METALS.—The list as shown below for ingot metals is considerably firmer all around, tin has been marked up 4½ cents per lb., lead is up ¼ cent a lb., spelter has also had a slight advance and while the price on other metals is unchanged, the situation is very firm.

TIN has shown considerable strength and a substantial advance of about 4½ cents per lb. has been made. This makes the new quotation 63 cents per lb.

LEAD.—Lead has also been revised upwards and a ¼ cent per lb. has been added to previous prices. Stocks continue rather light with a good demand being offered. The new quotation is 10½ cents. per lb.

SPELTER.—The quotations on spelter are also firmer and an advance of ¼ cent per lb. has been made, making the new quotation 10¾ cents per lb.

ANTIMONY has showed considerably more strength and the demand is somewhat heavier. the quotation remains unchanged, prices being from 12½ cents to 15½ cents per lb.

COPPER.—Quotation on copper shows little change, although the situation is somewhat stronger. The price remains at 24 cents per lb.

ALUMINUM.—Practically no change has been shown on aluminum, the price remaining at 37 cents per lb.

LONDON MARKETS

LONDON, July 15.—Many important changes have again been made on basic hardware lines and the tendency is for still higher prices. Wire nails have been advanced this week and wrought pipe has also been revised upwards pipe fittings including nipples, couplings and dart unions, etc., have advanced and some sizes are hard to procure.

A sharp advance has been made on the price of cold blast lanterns, curry combs, cross cut saw sets, stillson wrenches, mop assortments and liquid veneer mops, auger bits, toilet clippers, sweat pads, japanned shears and roofing shingles all have new higher quotations. A new discount is now current for Dominion ammunitions.

Seasonable lines are all in good demand and good quantities of hay and harvest forks and tools are moving. Window glass is in better demand and stocks show some improvement. Goods are still very scarce and a shortage of many fall lines is anticipated.

Collections are excellent.

Combination Curry Combs Now Cost Dealers $2.85

London, Ont.

CURRY COMBS.—The curry comb with the mane comb attachment has been a very scarce article for some time back, and many dealers were sold entirely out of their supplies. This situation has now been overcome, however, and supplies are beginning to arrive more freely. A new price has been made which is quoted at $2.85 per doz.

Cross Cut Saw Sets are also Marked Up

London, Ont.

SAW SETS.—New and higher quotations have been made on the Whiting cross cut saw sets. The new price is now being quoted at $7.90 per doz.

Stillson Wrench Prices Now Quoted 32% Off List

London, Ont.

WRENCHES AND PARTS.—New and higher revised prices have been made on some lines of pipe wrenches and the genuine Stillson make have been revised upwards as a result. The new quotation is approximately 2½ per cent. higher than formerly and now reads 32 per cent. discount off the list.

Mop Assortments and Oil Mops Have Advanced

London, Ont.

OIL MOPS.—An advance has been made on liquid veneer oil mops, and the new prices are now being quoted at $16 per doz.

MOP ASSORTMENTS — The liquid veneer mop assortments are also higher in price, the new quotations being $15.20 each.

Auger Bit Shipments Come Forward Freely

London, Ont.

AUGER BITS.—The Irwin auger bits have recently been very scarce and many sizes have been hard to obtain. However, stocks are beginning to arrive more freely and are still quoted at the former price list plus 20 per cent.

Toilet Clippers have New Higher Quotations

London, Ont.

TOILET CLIPPERS.—New and higher revised prices have again been made on toilet clippers, and the Brown & Sharpe will now cost the dealer more. The new price on the number 0 and number 1 is now being quoted at $5.40 each.

Ventiplex Sweat Pads Now Cost Dealer $7.75 dz.

London, Ont.

SWEAT PADS have again come up for higher revised prices, and the ventiplex have been marked up to $7.75 per doz. The higher cost of raw material and labor is the main reason for this latest change, it is stated.

New Discount Made on Dominion Cartridges

London, Ont.

CARTRIDGES AND SHELLS. — A slight adjustment has been made in the discount on Dominion cartridges and shells; the new quotation is now 37½ per cent. discount from the list in place of a former 30 and 10 per cent. from the list.

Heavier Shipments of Japanned Shears

London, Ont.

JAPANNED SHEARS.—The Universal Japanned shears have been very scarce for some time back and many were unable to secure supplies. However, stocks are beginning to arrive more freely, and while there has been no change in the price the quotations are very firm. Some of the prices are as follows:

No. 10 x 6 in., $14 doz.; 6½ in., $14.50 doz.; 7 in., $15.75 doz.; 7½ in., $16.75 doz.; 8 in., $17.50 doz.; 8½ in., $18.50 doz.; 9 in., $21.50 doz.

Wire Nail Prices are Marked Up to $6.25 Base

London, Ont.

WIRE NAILS.—As previously mentioned in these columns, the scarcity of nails and many other wire products has been very great and jobbers have been finding great difficulty in secuding supplies from the manufacturers, and in many cases warehouse stocks are becoming very low. This is said to be the reason for a further advance which has recently been made in the priec, the new quotation being 25 per cent. per keg higher than formerly. The wire is now quoted at $6.25 per hundred lbs. base and the cut $7.50 per hundred lbs. base.

Wrought Pipe has Again Advanced

London, Ont.

WROUGHT PIPE.—A further advance has been made in the price of wrought pipe, jobbers state supplies are very light, especially in regard to some sizes, and they state they have great difficulty in securing any replacements from the manufacturers.

The manufacturers state they are greatly handicapped for supplies of skelp, the shortage of coal and fuel is also said to be a serious detriment, and one manufacturer stated he had three weeks' supply of fuel on the road which has been in transit for many weeks, and he has no idea when he will receive

delivery; he also says that if supplies of fuel do not come forward in better quantities, he will be forced to close down as a result. The following are the new quotations on wrought pipe:

Wrought Pipe

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.61	7.71
⅜	5.31	7.41	5.61	7.71
½	7.10	8.63	7.52	9.05
¾	8.80	10.87	9.37	11.44
1	13.01	16.07	13.86	16.92
1¼	17.60	21.74	18.75	22.89
1½	21.04	25.99	22.41	27.36
2	28.31	34.97	30.16	36.82
2½	44.75	55.28	....	....
3	58.52	72.29	....	....
3½	74.06	90.62	....	....
4	87.75	107.37	....	....

Screen Wire Cloth Sales are Seasonably Heavy

London, Ont.

SCREEN WIRE CLOTH.—A very satisfactory business still continues for screen wire cloth and fair volumes are still moving out. It is believed that many are repairing their doors and windows this year in preference to paying the higher prices being charged for new. The present quotation is holding very firm, no change having been made. The black-painted continues to be quoted at $3.60 per hundred square feet and the galvanized at $4.25 per hundred square feet.

Poultry Netting Supplies Still Light; Price Firm

London, Ont.

POULTRY NETTING. — Little improvement has been shown in the supplies of poultry netting and jobbers still report very light stocks. However, the demand has eased up considerably, although there is a very favorable demand for this season of the year. The present quotations are very firm and no change has recently been made. Canadian two-inch mesh is still being quoted at net list and the one-inch mesh is quoted at an additional 5 per cent. to the list:

Roofing Shingles Have Advanced 50c Per Sq.

London, Ont.

ROOFING SHINGLES. — A further advance of 50 cents per square on some makes of ready roofing and roofing shingles has been made, supplies in some instances are rather light, and there has been a very heavy sale for nearly all kinds. The present prices are very firm:

Heavy Demand Made for Various Building Papers

London, Ont.

BUILDING PAPER.—Notwithstanding the higher prices that are being charged for building paper of nearly all kinds, the sales show no falling off and the demand continues to be very heavy. Some of the best sellers are quoted as follows:

Plain Fibre, D2, $1.25 roll; D1, $1.65 roll; Tarred Fibre, E2, $1.45 roll; E1, $1.75 roll; Surprise or Stag, $1.30 roll.

Rope has Fair Demand Price Remains Steady

London, Ont.

ROPE. — The situation shows little change and a fair amount of business is being handled. The price remains fairly steady and present indications point to no immediate change. The pure Manilla is still quoted at 35½ cents. lb. base, and the Beaver Manilla and New Zealand hemp are quoted at 28 cents per lb. base and the sisal at 22½ cents per base:

Harvest Tools Have a Brisk Demand

London, Ont.

HARVEST TOOLS.—A very satisfactory demand is being made for nearly all kinds of harvest tools, particularly is this true of hay forks and field hoes, which are moving very briskly. The quotations have shown no change 50 per cent. and 10 per cent. off the list still being the quotation:

Harvest Tool Handles Are Moving Freely

London, Ont.

HANDLES. — In view of the close proximity of the haying season, a very heavy sale is being made on handles, and many repairing their last year's forks, etc., in preparation of the busy haying season. The following prices are figured net at list plus 20 per cent.:

2nd Growth Bent—4 ft., $6.90 doz.; 4½ ft., $7.92 doz.; 5 ft., $9.12 doz.; 5½ ft., $10.56 doz.; 6 ft., $12.00 doz.

Extra Quality Bent—4 ft., $4.92 doz.; 4½ ft., $5.40 doz.; 5 ft., $6.24 doz.; 5½ ft., $6.96 doz.; 6 ft., $7.80 doz.

Window Glass Prices Remain Unchanged

London, Ont.

WINDOW GLASS.—A very heavy demand is being made for window glass and nearly all in the trade are securing supplies. The recent heavy storms in this district have been the means of breaking many window lights, especially is thus true of hot houses, etc., which has been a considerable stimulant to window glass sales.

Stocks of glass are coming in more freely and this is attributed to the satisfactory way the Belgian manufacturers have overcome their difficulties, and while the scarcity is not entirely relieved the situation is much easier and future prospects are becoming much brighter. The present quotations are very firm, although no change has been made. The single and double diamond still being quoted at 15 per cent. off the list and the cut lights at a discount of 40 per cent. off the list:

No Change Made on Putty Price Remains Firm

London, Ont.

PUTTY.—A continued good summer business is being done for putty, although supplies are still very light. Shipments of English whiting are very tardy and very little is coming forward. The present price is very firm, although few, if any, are looking for change in the near future, and while it is true that some ingredients are declining in price it will be remembered that the latest changes were made when prices were much lower than they are at the present time. The following are the present quotations:

Putty—Standard, 100-lb. drums, $8.30 per 100 lbs.; 25-lb. drums, $8.55; Pure, 100-lb. drums, $10.80; 25-lb. drums, $11.05.

A Decline of 7c Made on Linseed Oil Prices

London, Ont.

LINSEED OIL. — Considerable improvement has been made on the delivery of flax seed and also linseed oil and the situation generally shows a decided improvement. This has been reflected in the price and a decline of 7 cents per gal. has been made.

This quotation seems fairly steady, although many are looking for still further reductions and some have hoped that prices will decline below the $2 mark before the closing of the season. A heavy new crop would also greatly improve the situation and prospects for a large yield seem very bright.

The following are the new lower prices:

	Raw	Boiled
1 to 2 barrels, gal.	$2 30	$2 33
3 to 5 barrels, gal.	2 29	2 32
6 to 9 barrels, gal.	2 27	2 30

Less barrels, add 15c gallon.

Turpentine Declines 30c Per Gal.; Fair Stocks

London, Ont.

TURPENTINE.—A very decided drop has been made in the price of turpentine this week, the new quotations are now quoted at 30 cents per gal. lower, although importers state that deliveries are not coming forward as freely as they would wish for. However, they state the shortage has been fairly well relieved, the tendency is still for lower prices, and some are wondering if there will not be a $2 turpentine this year. The following are the new lower quotations:

	Imp. gal.
1 barrel lots, gal.	$2 80
2 to 4 barrels, gal.	2 79
5 gals., gal.	2 95

White Lead in Oil Steady; Demand Heavy

London, Ont.

WHITE LEAD IN OIL. — A very heavy seasonable demand is being made for white lead in oil, and jobbers state that the corroders find difficulty at times in promptly supplying them with their requirements.

The export demand is said to be still very favorable and good volumes are being shipped to Europe.

The present quotations are very firm, although no change has been made in the price; the pure in ton lots is still being quoted at $20.45 per hundred lbs. and in less than ton lots, $20.80 per hundred lbs. The Elephant brand is quoted at $20.95 per hundred lbs. in ton

lots; $21.30 per hundred lbs. in less than ton lots.

Fair Paris Green Sales at the New Quotations

London, Ont.

PARIS GREEN.—A fair sale of paris green is beign made at the new prices, although it is believed that dealers generally have their stocks already on their shelves. However, jobbers state they are looking forward to a fairly heavy repeat business. The following are the quotations:

PARIS GREEN—

	Per lb.
Petroleum barrels	0 62
Arsenic kegs	0 62½
50 and 100-lb. drums	0 63
25-lb. drums	0 64
1-lb. papers	0 66
1-lb. tins	0 68
½-lb. papers	0 68
½-lb. tins	0 70

The number 30 x 6 inch is now priced at $28 per doz.; the number 30 x 7 inch., at $36, and the number 30 x 8 inch., at $42 per doz.

CARPENTERS' PINCERS have also been revised upwards to the extent of 20 per cent. The 7 inch. now cost $10.25; the 8 inch., $10.80; the 9 inch., $12.40, and the 10 inch., $14 per doz.

WINNIPEG MARKETS

WINNIPEG, July 15—Many higher prices have again been made on important hardware commodities. Shipments of cutlery and other products of British manufacture have been received recently and stocks of these lines are in much better shape. A substantial increase in the price of cutlery is noticeable. Another advance in the price of wrought iron pipe has been made and to-day's prices are enumerated below. There is still a scarcity of hardware commodities manufactured from iron or steel and a gradual increase in prices.

Higher quotations have also been made on the prices of roofing nails and casters. Chandelier hooks are also higher. Rope cleats, hitching rings, Giant nail pullers, Oster stocks and dies, pliers, plumb bobs, iron band screws, Stillson wrenches, wrought pipe doubletrees, whiffletrees and neck yoke all are on the list for higher revised quotations. Bull rings, paper clips and paper files and some lines of shears have also been revised upwards.

Simplex Roofing Nails Now Priced at 27c Per Lb.

Winnipeg.

ROOFING NAILS.—Following recent advances on products of wire of various kinds, some makes of roofing nails have again been marked up 10 per cent., making a new higher price of 27 cents per pound on Simplex in keg lots.

An Advance of About 20% Made on Gem Casters

Winnipeg.

GEM CASTERS. — New and higher prices have been made on Gem casters, which advance the same approximately 20 per cent. The new prices are now quoted at an advance of 20 per cent. to the list:

Chandelier Hooks Come Up for Further Increase

Winnipeg.

CHANDELIER HOOKS.—New quotations have been made on chandelier hooks, advancing the same to the following quotations: Number 240 x 3 inch, $2.65 per doz.; number 240 x 4 inch, $3.50; number 240 x 6 inch, $4.50.

Prices on Rope Cleats Advance About 25%

Winnipeg.

ROPE CLEATS. — Further revisions of price advance quotations on rope cleats, the new prices being approximately 25 per cent. higher. The new quotations are as follows: Number 113, at $1.45 per doz.; number 114, at $1.25 per doz.; number 115, at $1.85 per doz.; number 117, at $1.85 per doz.

An Advance of 25% Made on Hitching Rings

Winnipeg.

HITCHING RINGS.—Further advances have been made on prices of hitching rings, which are now quoted at an advance of 25 per cent. as a result. To-day's prices are as follows: Number 5 x 2½ inches, $2.15, and number 5 x 3 inches, $3.20 per doz.

Giant Nail Pullers Now Quoted at $35 Doz.

Winnipeg.

NAIL PULLERS. — New quotations have been made on nail pullers, and the Giant have been revised upwards to the extent of 10 per cent. and are quoted at $35 per doz.:

Oster Stocks and Dies Have Advanced 40%

Winnipeg.

STOCKS AND DIES.—In line with the many advances which are being made on nearly all commodities composed of iron or steel, Oster stocks and dies have been marked up and the Bull Dog shows an increase of 40 per cent. over former quotations and are now quoted at an advance of 35 per cent to the list:

New Quotations P.S. & W. Pliers 10% Higher

Winnipeg.

PLIERS AND PINCERS.—A further advance has again been added to the price of some makes of pliers and the P. S. & W. make will now cost the dealer more.

50% Advance Has Been Made on Plumb Bobs

Winnipeg.

PLUMB BOBS. — New and higher prices have been made on some styles of plumb bobs. The advance approximating an increase of 50 per cent., making the new price on number 00, $3.75.

Sharp Advance of 25% Made on Iron Band Screws

Winnipeg.

IRON BAND SCREWS.—A sharp advance of about 25 per cent. has been made on the price of iron band screws. The 1 inch. is now quoted at $14, the 1⅛ inch. at $14.60, and the 1¼ inch at $14.75.

Stillson Wrench Prices Have Been Advanced

Winnipeg.

STILLSON WRENCHES. — Genuine Stillson wrenches have until recently been very scarce, but some shipments have been received during the past few days and are higher priced. Genuine Stillson wrenches are now quoted at 25 per cent. off the list. Stillson Pattern wrenches are quoted at 32½ per cent. off the list.

New Price Revisions Advance Wrought Pipe

Winnipeg.

WROUGHT PIPE.—An important revision has again been made on wrought pipe prices and higher quotations are the result. Stocks of pipe continue to be very light and the prospect for early replenishments seem very poor. The scarcity of skelp is given as one of the main factors, although the transportation situation materially affects the supply. The following are some of the new quotations:

Size, inches	Black	Galv.
⅛	$ 6.17	$ 8.64
¼	5.76	8.10
⅜	5.90	8.24
½	7.88	9.59
¾	9.77	12.06
1	14.40	17.82
1¼	19.53	24.12
1½	23.40	28.80
2	31.50	38.84
2½	50.94	63.00
3	66.60	82.80
3½	84.60	103.50
4	99.90	122.40
4½	116.10	144.00
5	135.90	167.40
6	176.40	217.80
7	257.40	.....
8	270.00	.....
9	346.50	.....
10	373.50	.....

Higher Quotations on Double and Whiffletrees

Winnipeg.

NECK YOKES AND WHIFFLETREES.—New and higher prices have

been made on double trees, whiffletrees, neck yokes and other kindred lines. The situation on this commodity has been very tight and may have had great difficulty in securing supplies. However, replenishments are beginning to come in more freely, although stocks are still rather hard to procure.

Bull Rings Have New Price of $4 Per Doz.

Winnipeg.

BULL RINGS. — A slight advance over previous prices has been made on bull rings, and the number 51 are now quoted at $4, and the number 61 are quoted at $4.50 per doz.

Paper Clips Now Cost $2.40; Paper Files Up

Winnipeg.

PAPER CLIPS AND PAPER FILES. —Stocks have recently been very light for paper clips and paper files of many kinds. However, the stocks are beginning to come in more freely and new and higher prices have been made on some lines. The paper clips, number 240, are quoted at $2.40 per doz., while the paper files, number 34, are quoted at $2.65 per doz. and the number 38 at $2.85 per doz.

Higher Prices Made on Some Makes of Shears

Winnipeg.

SHEARS. — New and higher prices have been made on shears of the P. S. & W. make, the advance approximating 10 per cent. The new price on the number 47 is $4 each, while the number 48 are $3.30, and the number 49, $2.80 each.

Some Shipments English Cutlery Coming Forward

Winnipeg.

CUTLERY. — English cutlery is beginning to arrive in fair quantities now and Rogers' make is coming forward in very fair shipments. It has been some time since any great quantity of this line has been received, but during the last few days fair shipments have come to hand. The present shipments, however, were not very heavy, although it is believed that they will be more frequent from now on.

Varnish Brushes Advance 10%

Winnipeg.

BRUSHES.—New revised prices have been made on varnish brushes, which are now quoted at 10 per cent. advance over former prices.

Turpentine Prices Hold Unchanged; Firmer

Winnipeg.

TURPENTINE.—No change has been made on the price of turpentine. The quotation of $3.95 per gallon holding steady and is somewhat firmer, with an upward tendency.

Linseed Oil Prices Show Improvement

Winnipeg.

LINSEED OIL.—A more favorable price has recently been made on flaxseed which in turn has improved the price on linseed oil. The new price is now quoted at $2.50 per gallon raw linseed oil, and $2.53 per gallon for boiled linseed oil.

PITTSBURGH MARKETS

PITTSBURGH, July 15.—Production of steel ingots in June by the 30 companies making monthly reports to the American Iron and Steel Institute was 2,980,690 gross tons, against 2,883,-164 tons produced in May by the same companies, which in 1918 made 84.03 per cent. of the total ingot output. Allowing for producers not making monthly reports, and taking account of the number of actual working days, the rates of steel ingot production for the whole industry appear to have been about 41,050,000 tons a year in May and 42,450,000 tons a year in June, showing an increase in the rate, from May to June, of about 3 per cent.

The production by the 30 companies reporting for the whole half year is 17,634,434 tons, equivalent to a rate for the whole industry of about 42,100,000 tons a year. This compares with estimated production in 1919 (official statistics not being available as yet) of 33,-000,000 tons, and reported production of 43,051,022 tons in 1918 and 43,619,200 tons in 1917, the record year for production thus far. In each of the two best years before the war, 1912 and 1913, production was about 30,280,000 tons, so that production in the half year just ended may be said to have been almost 40 per cent greater than the best average rate before the war.

The half-year's production was, however, far short of capacity, for capacity is between 50,000,000 and 55,000,000 tons a year, given reasonably fair operating conditions. Throughout the half-year there were serious manufacturing difficulties of one sort or another, except that conditions were moderately fair in March. In January there was a serious shortage of coke and this condition was not corrected entirely in February or March. In April came the outlaw rail strikes, greatly decreasing the movement of coal and coke, and after the strikes, as such, became of small moment there was a traffic congestion that greatly interfered with operation. The recovery in production since April has really been greater than might be expected from the loud complaints heard everywhere of insufficient car supplies for moving raw materials. The month of April as a whole showed a rate of ingot production of about 37,550,000 tons a year, but at the worst time in the month the rate was probably down to about 33,000,000 tons, while the rate at the close of June was probably about 43,000,000 tons, showing an improvement from the worst of fully 30 per cent.

Production of pig iron in June was at the rate of about 37,400,000 tons a year, showing an increase over the May rate of about 5 per cent. The production of pig iron increased more than the production of steel, indicating perhaps that the steel works piled pig iron to some extent during June, although it is possible that in May they were consuming some stocks previously accumulated.

In both pig iron and steel the June production was well in excess of the shipments. Pig iron was piled by a number of merchant furnaces, which had plenty of orders but were lacking in cars, while a number of consumers bought pig iron in the open market because they were not getting sufficient deliveries from their regular sources of supply. It has been the common remark of late that buyers of pig iron are really buying deliveries rather than pig iron. What they want is delivered pig iron. No one would at this time buy any pig iron that was to remain in the furnace yard for any length of time.

A rough guess would be that of the steel made in June between 75 and 80 per cent. was actually shipped, the remainder being added to the already large stocks in mill warehouses and yards. Assuming capacity in steel ingots to be 52,500,000 tons a year, the June production was at the rate of 81 per cent. capacity, while if shipments were 75 to 80 per cent. of production they were 60 to 65 per cent. of capacity. Thus whatever scarcity of steel there may be, and there is not as much scarcity apparent as a month or two ago, is to be attributed entirely to the difficulties in making shipments. If the mills could ship at their productive capacity the shipments would be 50 or 60 per cent. greater than they have been of late. A rough guess is that the accumulations of steel at mills now amount to the equivalent of a month's production at the rate lately obtaining.

Corporation Tonnage

The United States Steel Corporation's unfilled obligations increased during June by 38,351 tons, against increases averaging nearly 500,000 tons a month in the three preceding months. The increase in unfilled obligations is, of course, the month's bookings minus the month's shipments, not the month's production. as when the corporation rolls an order to customer's specifications and does not ship the steel it is not a filling of the obligation, the material being invoiced only as actually shipped. The June increase in unfilled obligations was about 5 per cent. of the month's capacity, while the June shipments may be estimated at about 75 per cent. of capacity (actual production in June may be estimated at about 90 per cent.) so that the bookings in a month appear to have been about 80 per cent. of capacity, this comparing with 112 per cent. similarly estimated for May and 94 per cent. for April.

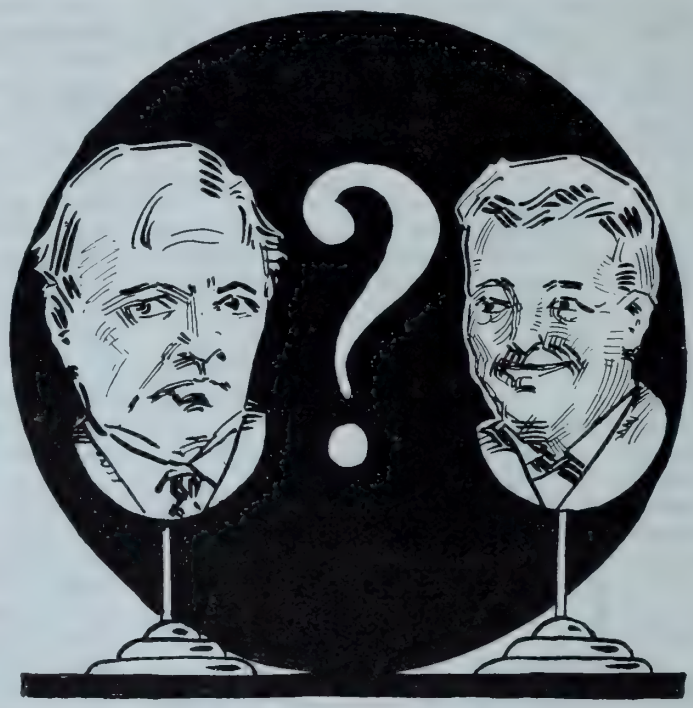
What Kind of a Face Has Your Store?

Has It a "Smile" on or a "Grouch?" — If You Have an Active Paint Department Do Not Let Store Appearance Advertise Differently—Your Lead Will be Followed by Others, So Start the Ball Rolling for Bigger Paint Sales

Written for Hardware and Metal by F. A. FARRAR

IS your store "smiling" or does it wear a "grouch?"

Does your paint department "whisper" or "Shout"? Your paint department should faily yell paint to everyone who comes in, so should the outside to everyone who enters or passes. One of your big departments is that devoted to the selling of paint. Don't let the outside of your store advertise quite a different story. Suggest the use of paint by keeping your store well painted, furnish the example as well as the argument.



Don't Give Well Meaning Customer a Bad Impression

If a person has paint in mind, imagining how well his home or furniture would look with a fresh coat, don't let him come to your store and get a bad impression, and when a man comes in for figures let him find a salesman with a smile, not one who will irritate and send him away with the determination never to return.

A poor, disorderly, shabby looking paint department cannot help but give to the prospect a subtle sense that something is wrong. The front of a store that hasn't been painted in ten years can't help but give a dingy, blistered, peeling, out-of-date impression. When you find a store that is well painted, and a paint department that is well ordered a buyer voluntarily feels that he will get the kind of service there that he is looking for.

Painting Begins at Home

If you believe in paint, that it will save the surface and save all, prove it by painting up your store, outside and in. Painting, like charity, begins at home. The shrewd dealer aims to have everything look at all times just as though it was newly painted, and it is a very strong arguments that he practises what he preaches.

In these days of modern store fronts there is hardly anyone which takes more than a few gallons of paint. You certainly can afford this. A bright, cheerful store is helpful and essential, it furnishes a standing argument in favor of brightening up the stores and homes of your neighbors.

Don't forget that everything you do is an advertisement, either a minus or a plus, and a dull, dingy, unpainted store repels, where a bright, newly painted one invites, attracts the attention of the customer, and sooner or later gets his money in your cash drawer.

The man who talks paint, uses paint, believes in it, and it will be hard to make a customer think otherwise. Paint can also be used to lessen your lighting bills, a careful choice of colors, tints and combinations, will produce a marked difference in the lighting effect of a store, all of which gives you good talking points to refer to when you approach the trade on the subject of painting.

Give the Store Front a Smile

You never realize how much you need paint until your next door neighbor paints up his front, then you suffer by contrast. You see then the difference mighty quickly. Your well painted store front is a good suggestion to others "alongside" your store to go and do likewise. This means business for you; it has worked very successfully for others, and it will not fail to prove a success in your case.

Give your whole store a "smile," take off the "grouch" if it has one.

VARNISH GUMS IN DEMAND

One of the features of the market for paint materials for many months has been the situation in varnish gums. The unusual demand for paint and allied products created by summer weather and trade campaigns has resulted in an excessive consumption of varnish. This condition has caused manufacturers of varnish considerable difficulty in the matter of keeping ahead of orders.

They have consumed all available stocks of varnish gums consequently as quickly as they could get deliveries. This has caused a stringency of offers in varnish gums and importers doing business in the Far Eastern primary markets are hard pressed to keep them supplied. —From the World's Markets, published by R. G. Dun & Co.

"Save the surface and you save all" *Paint & Varnish*

Mooramel

Has Stood the Test of Service

"Mooramel" the excelling and enduring enamel paint for interior and exterior work has found popular favor with careful householders. Made in Gloss and Eggshell White and produces a durable, rich, lustrous, porcelain-like finish that satisfactorily retains its whiteness for years.

Mooramel works easy, has perfect flowing properties, combined with whiteness and other qualities which make it, without any question, the most practical and also the most economical article of its kind ever manufactured.

Mooramel can be used with equally good results on either interior or exterior work and can be cleansed with soap and water as often as necessary without any injurious effects.

Mooramel like all other Moore products sells on its merit. Here are a few of our popular lines:

"Impervo" Porch and Deck. "Tile-Like," Mooramel, Auto Finish, "Muresco," "Impervo" Varnishes, Morelustre Enamel. Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain.

Our Agency Proposition Will Interest You

Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco
Toronto

If interested, tear out this page and keep with letters to be answered.

Illegal Combination of Linseed Crushers

Members of U.S. Linseed Crushers' Industrial Council Charged with Operating Illegal Combination—Lack of Competition Kept Linseed Oil Prices Up—Defendants Say They Welcome Investigation.

A SUIT under the Sherman anti-trust law has been filed in Chicago by the Department of Justice against members of the Linseed Crushers' Industrial Council charging that they are operating under an illegal combination. It is pointed out that the price of linseed oil in October 1916 was 50 cents a gallon; that the price increased to about $1.80 and that since that time the price would have fallen to lower levels had competition among defendants not been restricted as charged in the complaint. No mention is made of the increased price of flaxseed.

The Department of Justice charges that in October, 1918, an ever since the defendants have engaged in an unlawful combination and conspiracy to suppress competition among themselves in selling linseed oil, to enhance their prices for such oil and to prevent the lowering of such prices by means of a so-called open price plan. The complaint shows that this open price plan includes the continuous interchange among the defendants of information as to their quotations and as to the prices given by them in actual sales.

The list of defendants includes the American Linseed Co., and National Lead Co., New York; Archer-Daniels Linseed Company, Midland Linseed Products Company, Minneapelis; Ankeney Linseed Manufacturing Co., Des Moines; William O. Goodrich Co., Milwaukee; Hirst & Begley Linseed Co., Chicago; Red Wing Linseed Oil Co., Red Wing, Minn.; Sherwin-Williams Co., Cleveland; Toledo Seed & Oil Co., Toledo; Mann Bros. Co., Buffalo; The Armstrong Bureau of Related Industries, Chicago, and Julian Armstrong and Montague Ferry, Chicago.

Owing to the fact that at time of formation of the Council the whole plan was stated to have been submitted to Government officials for sanction, the action of the Department of Justice comes quite as a surprise. The Armstrong Bureau have made the statement that they welcome the action, that every assistance has been given the investigators and full information has been supplied. It mentions as unfortunate the fact that the complaint as drafted does not carry all the supporting facts and evidence and that, therefore, an impression unfair to the manufacturers and the bureau is conveyed. It states further that from its inception the bureau has been in close touch with the Department of Justice and kept it fully informed so that there is nothing to conceal. It continues as follows:

"It must be recognized that while this case is started on a friendly basis, according to the bureau's interpretation, it is quite important that the Department of Justice is disposed to obtain a test case of the principles of the open price plan, and the bureau now expects to see conclusively proved the fact that its plan of operation and the bureau itself stand absolutely without parallel in the co-operative field. Certainly there is no institution similar to the Armstrong Bureau and its plan of operation is without duplication although exchange of market information under the true prin-

Continued on page 62

Outlook for the Paint and Varnish Industry

AN EDITORIAL BY WALTER H. COTTINGHAM
President of The Sherwin-Williams Co.

THE paint and varnish industry has enjoyed unparalleled prosperity for more than a year past. The oldest man in the trade, I am sure, has not before witnessed such a large, insistent demand for our products. For the first time in my own experience, the demand has far outstripped the supply, says Walter H. Cottingham, President of The Sherwin-Williams Co., in the Oil, Paint and Drug Reporter.

Naturally, on account of some slackening up in general business, the question is being asked: Will the paint and varnish business suffer from the forced liquidation apparent in many quarters?

I think not. In fact, I feel sure it will not—for these reasons:

The slowing-down process now under way in general business, in my opinion, will not be drastic; it will be gradual, and it will be helpful.

It is well to remember present conditions have not been brought about because people have not had money, but because they have had an abundance of it and have been spending it too freely and unwisely. So keen have they been to spend, they have outbid one another for the limited supplies, until prices have reached unheard-of levels.

The cure is to curtail speculation and lessen business in non-essentials, by reducing credits and increasing production by more intensive work. Luxuries must be cut down and the money saved for necessities. People must work harder, produce more and spend less.

The paint business is not a luxury (even at present high prices), but a necessity. The greater the production in general business, the larger will be the consumption of paints and varnishes, for they are used by almost all manufacturers. The more money saved by lessening the consumption of luxuries, the more money there will be for painting and varnishing. Economy means preserving things, and the cheapest way to preserve things is to protect them—or, in other words, paint and varnish them.

These are general reasons why the demand for our products should keep up; but, even more important than these, is the immense building program ahead of the country. Thousands and hundreds of thousands of buildings must be constructed to house the growing population. Public buildings and manufacturing plants will follow—must follow, to provide increased facilities for the constantly growing demands of the larger population.

More important than all of these is the fact that during the war repainting of property was almost discontinued. After the armistice was signed the average man still put off painting, hoping and expecting lower prices—which never materialized. The result is there is a larger number of buildings requiring paint—and requiring it urgently—than ever before. It will take yaers, in my opinion, to do all the repainting now necessary—not only in this country, but throughout the world.

Then there are the large, increased demands from shipbuilders, and the still larger overdue demands from the railways and street railways of the country.

I believe that general business is not going to suffer greatly, and that the necessary readjustment now in operation will be gradual and helpful.

The present prosperity of the country is on the sound foundation of increased wealth, increased population and larger markets at home and abroad. Labor, while restless and inefficient, will yet come to see it has been on the whole fairly well treated, and that its continued prosperity depends upon increased production through hard and steady work. Even should general business suffer a serious reverse, I still think, while our industry would not be entirely unaffected, there will be unpostponable demands that will be sufficient to keep us busy. I look for good times in our industry, not only for the next year, but for a number of years to come.

RAMSAY'S SHINGLE STAINS

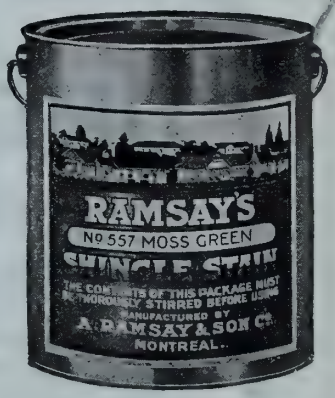
WILL SAVE THE SURFACE

"Save the surface and you save all" Paint & Varnish

"Save the surface and you save all" Paint & Varnish

The Right Shingle Stain to Shingle Stain Right

Now is the time to push this line
and boost our
Surface Saving Products
If you haven't a stock—order
now and go after the business.



A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes Since 1842

Toronto **MONTREAL** **Vancouver**

DISTRIBUTORS

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W., Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

If interested, tear out this page and keep with letters to be answered.

ciples of the so-called open price plan is a part of its co-operative service to its various groups of clients."

Has No Fear of Outcome

John W. Hirst, of the Hirst & Begley Linseed Co., said he was completely surprised at the filing of the suit but had no fear of its outcome as at no time had the linseed crushers conspired to fix prices or to keep them at artificially high levels.

"When the war started we were advised to get together by officials of the War Shipping Board," he said. "We were told that when we had grievances or recommendations not to appear as individuals but as a body. Because of the shortage of raw products and the necessity of getting out large quantities of material on short notice it was necessary for us to get together. In consequence we formed the Linseed Crushers Industrial Council, composed of representatives of each of the large companies. This council met monthly at the offices of the Armstrong Bureau of Related Industries. In this way we were able to keep in touch with what was going on in other parts of the country. Each company sent a report of its increase in price sales and everything of interest. When the war ended the council was continued with the full knowledge of the Government."

Regarding the charge that in 1916 defendants' wholesale selling prices per gallon for linseed oil were in neighborhood of 50 cents; that in October, 1918, prices had increased to about $1.80 per gallon and that since then the price would have fallen to lower levels if competition among the defendants had not been restricted, as charged in the complaint. Minneapolis crushers point out such a report is both misleading and an injustice to crushers because comparative prices of flaxseed in 1916 and 1918 were not quoted along with oil prices. Of course price of oil has advanced like everything else, they say, but so has the price of flax.

Aside from this high price of flax which the crushers had to contend with, there was the increased price of coal, press cloths, machinery, supplies and labor. How then, they argue, could the Government or anybody else look for oil any cheaper than it has been. Fact is, away back last winter, crushers frequently were quoted as saying they could not replace oil they were selling then and make money at current quotations of flax and oil.

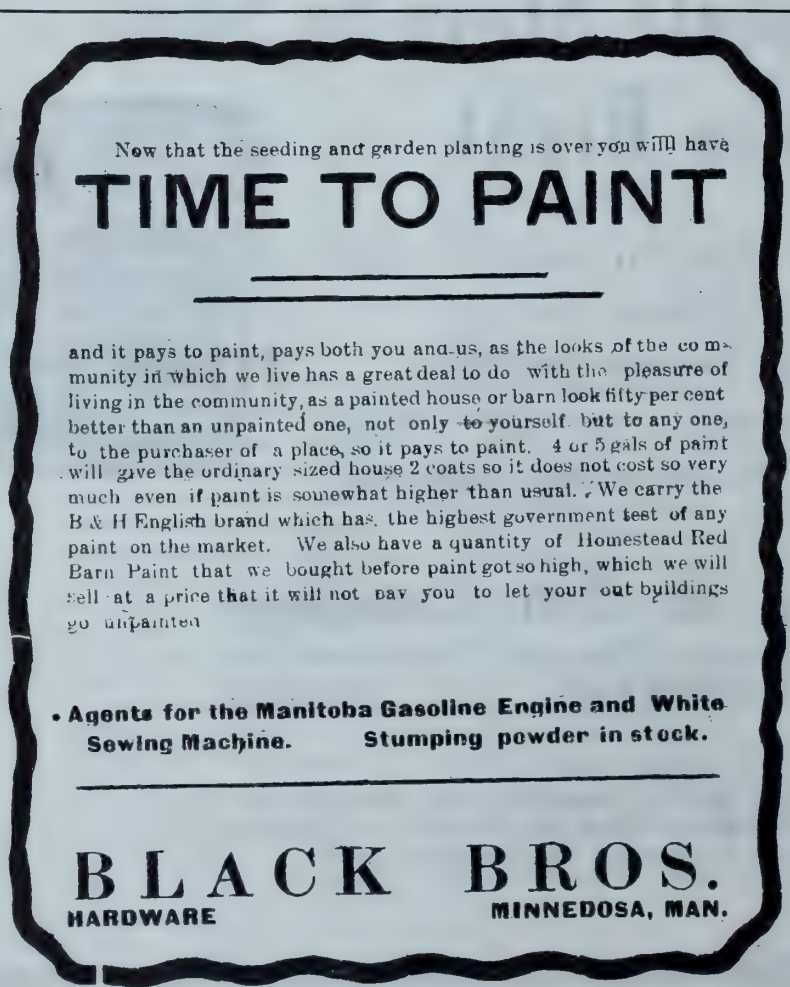
Sherwin-Williams Co. Sells Subsidiary

With further reference to the report outlined in July 10 issue of Hardware and Metal regarding the sale of their interests in the London and Australian subsidiary by the Sherwin-Williams Co., W. H. Cottinghom, president of the company, has confirmed the report. A cable from London reads as follows:

"Walter H. Cottingham, president of the Sherwin-Williams Co. of Canada, Limited, who is now in London, states that he has formed a syndicate to purchase the Canadian interest in the London and Australian company of Lewis Berger and Sons.

"The Canadian company retains a considerable stockholding interest in the English company, Lewis Berger and Sons, in addition to receiving a substantial cash payment. He states that the object of the change is to enable them to extend the English business, and also put the Canadian company in strong financial standing, in view of the rapidly increasing business in Canada."

How Hardwaremen Advertise Paints--No. 16



TAKING advantage of seasonable features to render their advertising more effective, Black Bros. Minnedosa, Man., in this advertisement point out that now that seeding and garden planting time is over, there will be time to proceed with more painting. The ad. continues to point out that from the standpoint of the appearance, and the comfort of living in a well kept community, painting is worth while. For the benefit of those who have little or no idea of the amount of paint required to cover their houses, it states that 4 or 5 gals. of paint will give the ordinary sized house 2 coats.

The Luxeberry Painter Says:

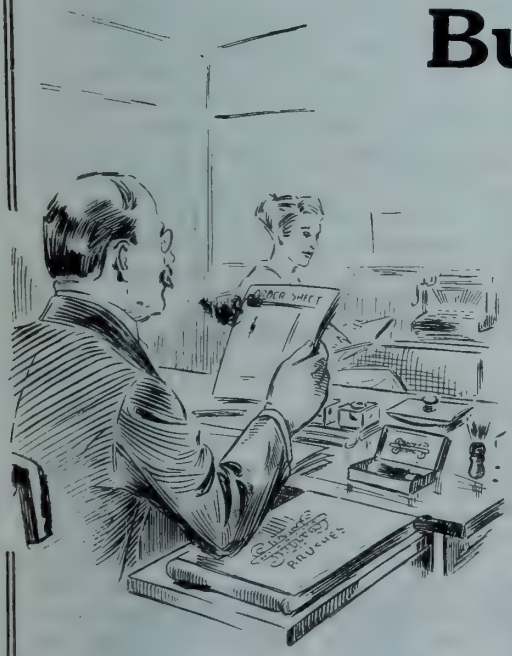
"VARNISHES ARE LIKE FOLKS. Some merely give us a fair weather friendship that does not last, while others retain their charms under every strain, and wear through life. I use Berry Brothers' Varnishes, Enamels and Stains because they always make new friends and new business for me."

The uniform dependability of "Berry" products is known to even the smallest consumers. This is why they are so easy to sell.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.



Buy Better Brushes

Do you order your stock with the view of satisfying your customers' demand for the best?

TRADE SIMMS SET IN RUBBER MARK **LATHER BRUSHES**

are the best brushes on the market.

They are the Lather brushes that go with high-class razors to complete perfect shaving outfits.

They are popular with all shavers because the bristles can not come out.

If you would fill the demand for Better Brushes, stock SIMMS LATHER BRUSHES.

Our catalog shows over 200 varieties. It will be sent to you on request.

We help our dealers with advertising, display cases, etc.

Our other products are also leaders in their lines.

Brooms	Shoe Brushes	Paint Brushes
Whisk Brooms	Stove Brushes	Scrubbing Brushes

Order from our nearest branch for prompt shipment.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 years.

Head Office — St. John, N.B.

Montreal **Toronto** **London**

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 15.—The features of the week are those of declines for both linseed oil and for turpentine. Oil is selling as low as $2.05 to $2.07½, and it is thought by some that there will be a less than $2 basis within a few weeks. Demand is limited and this has caused some to liquidate their holdings. Some crushers look for the low point to be reached soon.

Turpentine is quoted down this week at $2.85 per gallon. There really are a number of prices ruling, as the supply fluctuates. While there is ample stock to meet present needs there is not much surplus, apparently, and the tendencies promise still lower prices, some assert. It is really a matter, largely, of transportation at present. Glass and putty, white lead and varnishes are all holding quite strong, with little promise of any change so long as containers are so scarce and high in price. There is a quieter condition this week, but sorting business is seasonably satisfactory.

Oil Is Likely to Reach Basis of $2.00

Montreal.

LINSEED OIL.—Prices have been softening on linseed oil and there is prospect that the end of the present week may see a basis of $2.00 or even less. Jobbers are looking for this and it will likely come. At this writing some are asking as much as $2.25 per gallon, single barrel basis, for raw, while others are selling at $2.05. The arrival of quite large quantities of English oil is responsible for price decline to some extent and there is every reason to expect that the lower range above suggested will be in effect soon. One other factor that is apparent is that, with orders placed some time ago now satisfied, there is a more competitive selling. This means that quotations are bound to be shaded in some quarters.

	Imp. Gal.	
Raw—		
1 to 2 barrels	2 05	2 15
3 to 4 barrels	....	....
Boiled—		
1 to 2 barrels	2 07½	2 17½
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Some Look For Lower Turpentine Quotations

Montreal.

TURPENTINE.—Prices are tending to lower levels. It is thought by some that the price basis will be lower in a few days, and others state that there may be a reaction upwards. With demand limited, however, it is doubtful if prices will advance. The stocks here are not large, all in all, but there is enough stock to meet requirements. It is probable that prices may decline another 20 or 25 cents per gallon.

Turpentine—	Imp. Gal.	
Single barrels	2 85	3 00
Small lots	2 95	3 10

(Packages extra.)

Whiting Scarcity Will Hold Putty Price

Montreal.

PUTTY.—Prices are steadily held on putty. Although linseed oil is lower and likely to decline more, there is every reason to expect that the difficulty of getting supplies of whiting will hold prices steady. The sales reported are quite active, regardless of the fact that the season is well advanced.

GLASS.—Supplies of glass from Belgium are still arriving, but only of ordinary single strength variety, in volume. There is an active demand for double strength glass at the present time and jobbers state that it is rather difficult to obtain the necessary stock. Transportation conditions from the States have hampered trade to some extent.

PUTTY—	5 ton	1 ton	ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Containers Scarce For White Lead in Oil

Montreal.

WHITELEAD IN OIL.—Prices have held firm and unchanged on this product. The manufacturers and jobbers state that the present difficulties of getting containers is an added anxiety. Doubtless with the fruit-canning season here there will be some temporary difficulty in filling orders all around. There is an active sale for lead in oil still, and the prices on Government standard lead are as follows: Five ton lots, per 100 lbs., $19.50; ton lots $20 and smaller quantities, $20.35.

Some Worry Over Tin Can Supplies

Montreal.

PAINTS AND VARNISHES.—Prices have held steady and unchanged on paints and varnishes, though the undertone is quite firm. A variety of conditions have to be taken into consideration and one of these is the price and availability of containers. They are scarce, and the advent of the canning season has not helped matters. Even with manufacturers who have placed orders ahead for these necessary containers there is some anxiety. The delivery of plates to the can makers has naturally been slow and it has not been easy, either, to obtain the stock at the plant. Varnishes, in particular, are very firm and are expected to hold their present levels.

TORONTO

TORONTO, July 15.—Turpentine and linseed oil are the feature of this week's market, both having again dropped in price. The quotation on turpentine has declined 15 cents per gallon, while a lower price of 3 cents has been made on linseed oil.

The demand, while seasonably heavy has fallen off considerably for paint and paint specialties, although jobbers state they are doing a record business considering the season of the year.

Glass supplies are coming forward more freely, the timely arrival of fair shipments of Belgian glass having materially relieved the shortage.

White lead in oil is still in heavy demand and putty is also moving freely. Collections are still coming forward promptly.

Dry Colors Scarce; Prices Hold Firm

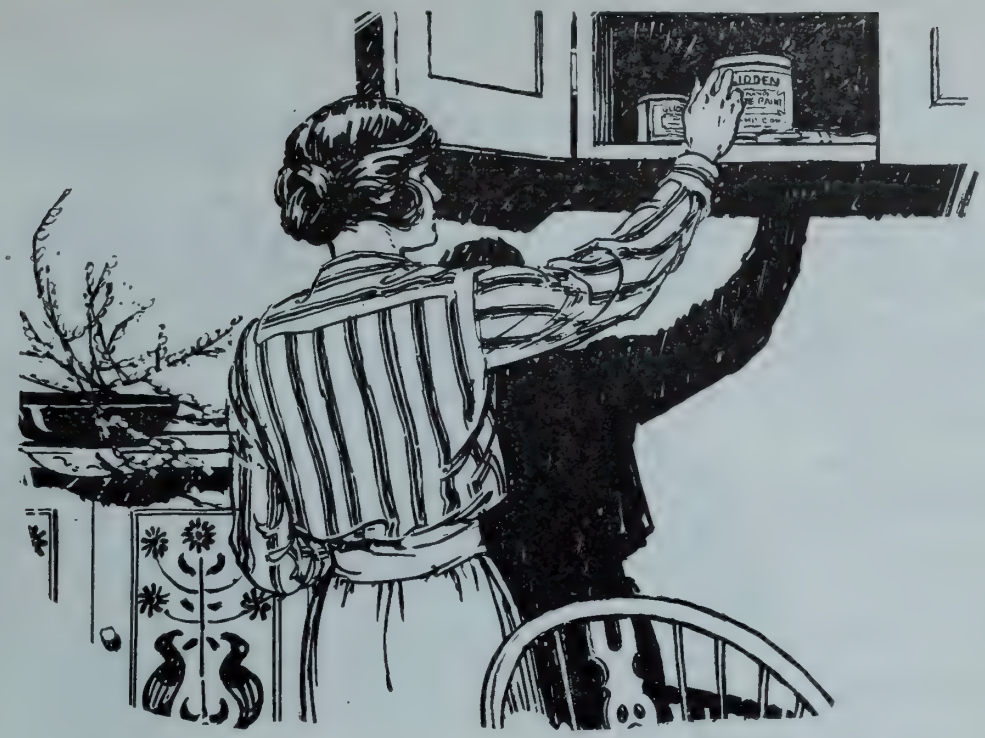
Toronto.

DRY COLORS.—Large quantities of dry colors have been used this season according to the manufacturers and prices are very firm. There are some colors such as green which are very hard to procure, it is stated, and shipments that do come forward are comparatively small. However, no recent change has been made in the price although the present situation is a firm one. The quotations are as per current quotation page.

Repeat Orders Coming Freely for Prepared Paint

Toronto.

READY-PREPARED PAINT.—Repeat orders are coming in very freely for ready-prepared paint, and jobbers express great satisfaction over the amount of paint that is moving for this



Sell the Home Shelf Idea

There is a constant need for paints, varnishes and finishes around the home. Furniture becomes scarred, linoleum gets dull; woodwork fades, stovepipes rust—and many other surfaces about the home need frequent refinishing.

You can make this business a source of great profit for you. Sell the housewife on the idea of always having some on hand for immediate use. That's the way she saves upkeep expense and keeps things about the home spick-and-span—always. Glidden Jap-a-lac is just the thing for this purpose. It is made in a variety of practical colors, ready for immediate use.

Write to-day for complete line and other information.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario
Branches at Montreal and Winnipeg

If interested, tear out this page and keep with letters to be answered.

season of the year. Previous forecast regarding the favorable paint season so far have not been unfounded and many in the trade are experiencing one of the best seasons in their history. The present prices are quite firm and no change has been made; there seems little prospect for any weakening or lower prices in the near future, and while it is true that some of the ingredients are showing weaker tendencies, manufacturers point out that the last advance in price was made when these same commodities were at a much lower figure, and considerable more improvement would have to be made before it would effect the price of paint. The quotations are as per current quotataion pages.

White Lead in Oil Has Continued Brisk Demand

Toronto.

WHITE LEAD IN OIL.—Little change has been shown in the situation regarding white lead in oil, and jobbers state that the demand for this season of the year is a heavy one There seems to be a heavy demand also for export, and corroders state that other countries are still in need of supplies. In some cases jobbers state they had had considerable difficulty in securing sufficient supplies and have had to wait several days before they could secure shipments. The present quotation remains very firm, the pure in ton lots continues to be quoted at $20.35, while in less than ton lots the quotation is $20.70 per hundred pounds.

Shellac and Varnish Sales Continue Brisk

Toronto.

SHELLAC AND VARNISH.—The demand for varnish and shellac of all kinds continues to be very good, and makers of varnish and shellac state they are well satisfied with the amount of business being offered. Present prices continue firm, and no recent change has been made in the price. The quotations are as per current quotation pages.

Arrival of Belgian Glass Relieves the Shortage

Toronto.

GLASS.—A heavy demand is being made for window glass of all szies, and the fact that many houses are nearing completion is a great stimulant for trade. There is still a scarcity of some sizes, although it is believed that the warehouse stocks are in better condition than several weeks previously.

Most of the American producers have closed down for their summer period in order to overhaul their machinery, etc., and when they closed their books there were many orders yet to be filled, it is stated. Whether they will easily overcome this situation when they start operations again remains to be seen. There is some Belgian glass coming forward, and it has been mostly due to these shipments that the great scarcity which previously prevailed has been relieved. The present prices are unchanged although quotations are very firm. The single and double diamond are still being quoted at a discount of 15 per cent. from the list, while the cut lights are quoted at a discount of 40 per cent. from the list.

Paris Green in Good Demand; Price Steady

Toronto.

PARIS GREEN.—While it is believed that most dealers have their supplies of Paris green on the shelves, jobbers are looking forward to heavy repeat orders this year owing to the different epidemics of bugs and insects, etc. The new prices recently made are holding very firm and are as per current quotation pages.

Shortage of Whiting Makes Putty Prices Firm

Toronto.

PUTTY.—It is stated the demand for putty is exceptionally heavy for this season of the year, and manufacturers state they still have difficulty in filling orders, the situation is entirely attributed to the diiffculty of securing sufficient supplies of whiting. English whiting is coming forward very slowly and shipments that do come forward are very light. The present quotations on putty are very firm although no change has been made in the price which is as follows.

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton, 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotation.

Turpentine Prices Drop a Further 15c Gal.

Toronto.

TURPENTINE.—A further decline has been made on the price of turpentine, reducing same 15 cents per gallon. Some are hoping to see the price recede to the $2 mark, but whether this will be the case would be hard to predict; the past few days have shown this situation to be the reverse in the Southern markets, and the price tendency is now upwards at the stills. Some have been comparing the action of the past few days with a similar movement last season, when it will be remembered that when turpentine reached a comparatively low level European buyers came in the market for heavy shipments, reacting on the price which gradually soared to such high figures. The following are the present quotations:

Turpentine—	Per Imp. Gal
1 barrel lots	2 65
2 to 4 barrel lots	2 64
5 gal. lots	2 95

3-cent Reduction Made on Linseed Oil Prices

Toronto.

LINSEED OIL.—A further downward revision has again been made on linseed oil, making the new quotaaiton on raw linseed oi $2.27 per gallon, and boiled linseed oil, $2.30 per gallon in single barrel lots The demand continues rather quiet although this condition is quite usual at this season of the year owing to holidaying and other business conditions. Crushers, however, are busy trying to catch up with their orders, some of which have been standing for considerable time. The following are the present quotations:

Linseed Oil—		
1 to 2 barrels, gal.	2 27	2 50
3 to 5 barrels, gal.	2 26	....
10 barrels and over, gal.	2 24	....
		Boied
1 to 2 barrels, gal.	2 30	2 53
3 to 5 barrels, gal.	2 29	....
10 barrels and over, gal.	2 27	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

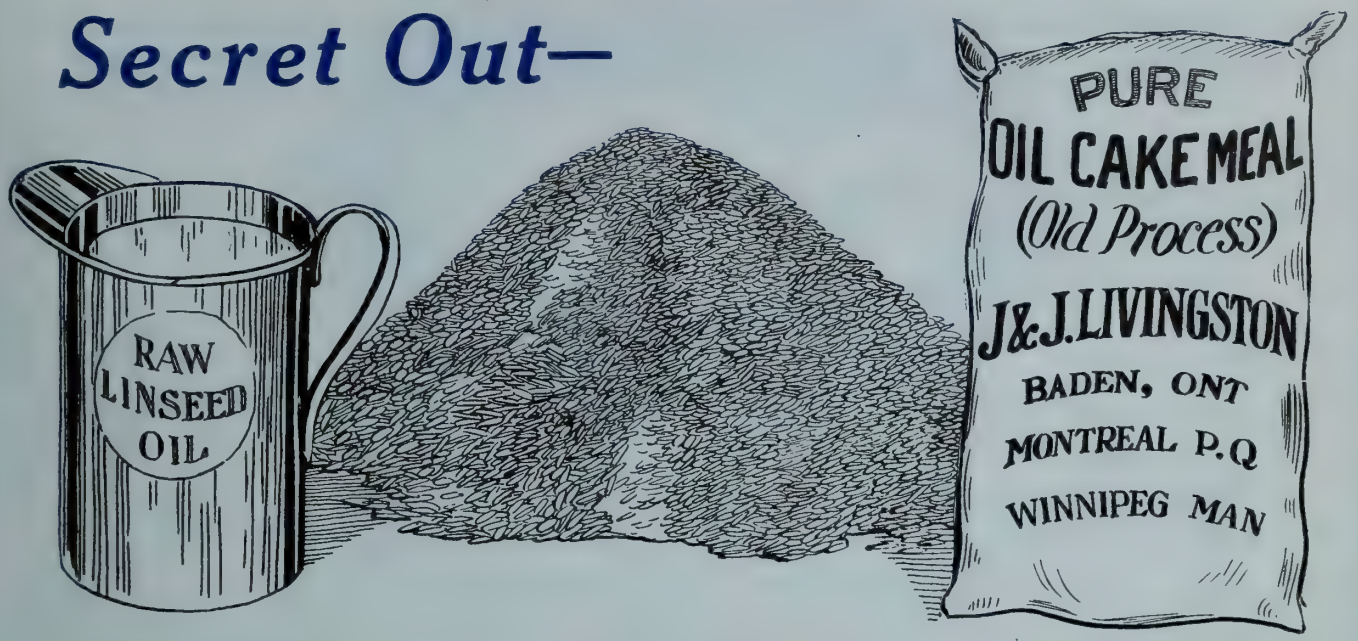
Interesting Point Raised in Action Against Metal Shingle and Siding Co.

An interesting issue has been raised in connection with litigation arising over a contract between the Van Kannel Revolving Door Company, of New York, and the Metal Shingle and Siding Company, of Montreal, in which the former claims $2,560.04 as a balance owing for material supplied and for royalties due on revolving doors of the Van Kannel type that defendant had sold in Canada. The defence that the action should have been directed against the A. B. Ormsby Company, of Toronto, to whom the goods were sold and by whom payments were made, was dismissed by Mr. Justice Surveyor. Another defence was that plaintiff was not justified in demanding payment of royalty for patent rights which, it was claimed, the plaintiff could not exercise in Canada, but this was also dismissed as constituting no defence to plaintiffs's action. The decision was that the plaintiff had proved its case and judgment was given condemning the Metal Shingle and Siding Company to pay the amount with interest from service of the action and all costs.

Sheffield Iron and Steel Trade Unsettled

Conditions in the iron and steel trade of Sheffield continue unsettled, and the loss of confidence in the future is extending. Makers have still plenty of work on hand, but they would like to see more new business coming in or offered. Not only is forward buying extremely quiet, but a number of foreign contracts have been cancelled, including several with Japanese importers. The most serious cause of anxiety, however, relates to difficulties of production, which is being hampered increasingly by lack of materials. Transport gets steadily worse, and for want of coke, coal, pig iron, sheets, plates, and castings men have to cease working for varying periods. The result is declining output and increasing costs, for which the workmen are not wholly responsible. Every foundry is clamouring for pig iron, and those having parcels to dispose of can obtain prices several pounds above the recognized rates. Some people predict that the value of foundry iron will go much higher before it reaches the top. The greatest sufferers from these troubles are the engineering branches, and if a remedy is not forthcoming quickly not many of them will yield much to the national exchequer in the shape of excessive profit tax.

A Livingston Secret Out—



17 lbs. of high quality linseed oil. 56 pounds of first quality flax seed. A bag of oil cake meal (39 lbs.)

Assuming a bushel of flax seed to contain 56 lbs. and that the finest quality commercial oil extracted from the same to be 17 lbs., the residue or other matter, which is known commercially as oil cake meal, would amount to 39 lbs.

To add even a small percentage to the 17 lbs. of oil by greater pressure removes mucilaginous matter from the oil cake meal which while immediately more profitable to the manufacturer lowers the quality of both finished products. It removes the necessary mucilaginous or fattening matter from the oil cake meal and adds to the oil a substance which is greasy and a real detriment to paint or varnish.

This is one of the reasons for the high standing Livingston products hold in the trade to-day—one of the reasons why Livingston-Brand Linseed Oil is used when a high quality article is to be produced. This is the answer to the question, "Why do breeders prefer Livingston Oil Cake Meal even at a higher price?"

They're the kind your grandfathers used. Sold by Jobbers everywhere.

The Dominion Linseed Oil Co., Limited

BADEN TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30 30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....$ .25	Group 3....$ .50
Group 4.... .75	Group 5.... 1.00
Group 6.... 1.25	Group 7.... 1.75
Group 8.... 2.25	Group 9.... 2.75
Group 10... 3.25	

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	17 60
No. 3, doz...........	19 80
No. 4, doz...........	21 66
No. 5, doz...........	23 76
No. 6, doz...........	26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal. Toronto

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	13/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	52/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$2 75
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 [illegible]
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard 15 00
30-gal., extra heavy $18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.

Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.

Machine Bolts, 7-16 in. dia. and larger, list plus 10%.

Sleigh Shoe Bolts, all sizes, list plus 10%.

Coach and Lag Screws, 15%.

Square Head Blank Bolts, list plus 10%.

Bolt Ends, list plus 10%.

Plow Bolts, 1, 2, 3, HEADS, net list.

Plow Bolts, others, list plus 20%.

Elevator Bolts, large heaad, list plus 10%.

Elevator Bolts, corrugated heads, 20%.

Fancy Head Bolts, list plus 10%.

Shaft Bolts ($3 list), list plus 10%.

Step Bolts, large head ($3 list), list plus 10%.

Whiffletree Bolts, list plus 10%.

Nuts, 2 in., and smaller, square Blank, add to list $2.25.

Nuts, 2 in. and smaller, square Tapped, add to list $2.75.

Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844.........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $0 93

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

Electric Welded

	Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 44
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....

Prices withdrawn

DRILLS

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank List each.

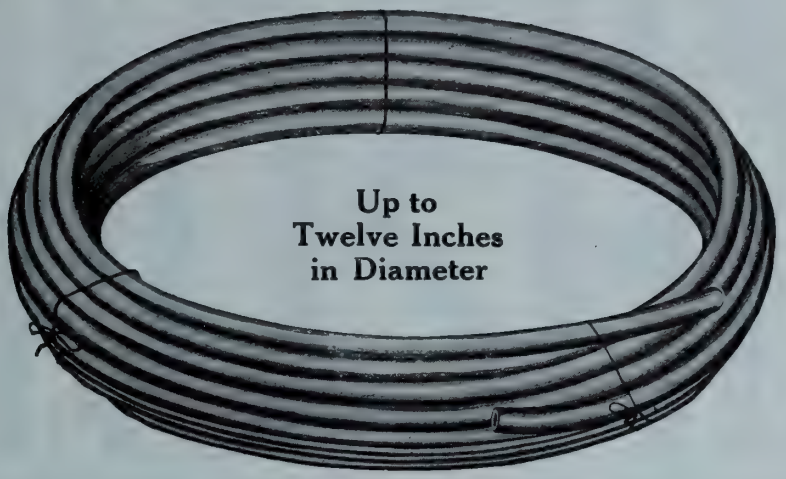
⅛.........	$0.45	19/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

WE MAKE LEAD PIPE

LEAD TRAPS

LEAD BENDS

SHEET LEAD



Up to Twelve Inches in Diameter

IMPERIAL SOLDERING PASTE

WIRE SOLDER

BAR SOLDER

THE FAMOUS

HARRIS HEAVY PRESSURE

And All Grades of Babbitt Metals

WE CAN QUOTE INTERESTING PRICES

THE CANADA METAL CO., LIMITED

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

MERCHANTS— Feature these Lines—Now

The lines manufactured by CANADIAN POLISHES, Limited, are being NATIONALLY advertised. There is a big demand being created from coast to coast. Are you getting your share of this profitable business?

RE-NU-ALL AUTO TOP DRESSING

A dressing prepared especially for auto tops of all kinds. Softens and preserves. Waterproofs. Leaves a rich, enamel, lasting finish.

KLEANALL AUTO BODY POLISH

Imports a bright and lasting finish to Auto bodies. Removes grease and dirt. Makes car look like new.

IDEAL SILVER CREAM

There is a big demand for this cream. It is giving satisfaction to users. Works quicker and polish lasts longer. Not injurious. Does not stick in chased parts.

STOCK THEM—DISPLAY THEM

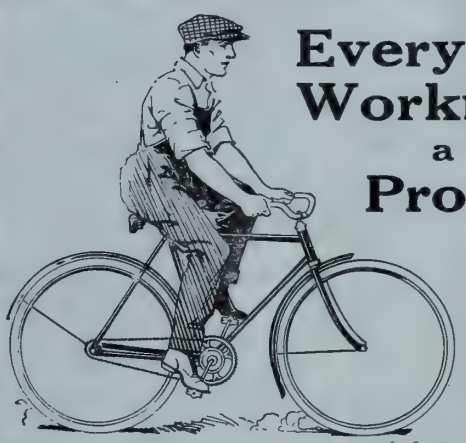
These lines are in demand at this time of the year. Stock them and display them prominently. They are repeaters and make satisfied customers.

Ask your jobber. Write for catalog, in colors, showing the complete line.

CANADIAN POLISHES, LIMITED

Successors to Domestic Specialty Co, Limited

HAMILTON, ONT.



Every Workman a Prospect

WITH a hard day's work either ahead of or behind him, he does not like walking or waiting around for a crowded street car.

In this direction alone there is good business awaiting the progressive dealer who handles these widely advertised quality bicycles which have gained an enviable reputation.

C·C·M·Bicycles

MASSEY— CLEVELAND — COLUMBIA — RED BIRD
PERFECT — GENDRON — IVANHOE

90% Made in Canada—100% Value

Canada Cycle & Motor Co., Limited

Montreal, Toronto, WESTON, ONT., Winnipeg, Vancouver

If interested, tear out this page and keep with letters to be answered.

DRILLS—Continued

7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar ... $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 28	0 39
C	0 18	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	60%	50%
4½ in. and larger	50%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Ri-Treadle, each	7 00
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9.00
No. 33	10 70
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE Doz.

Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 2 lbs.	

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.50
Common plated, 6 lbs. and up	
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$16 50
Lightning	15 00
Heath's	15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$15 00
Do., Japd.	13 25
Long Globe, plain	15 00
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES Dozen

Cold blast, short	1 20
Cold blast	1 00 1 10

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.

Cold blast, genuine ruby	5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	2 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	19 50
Momentum	20 25
New Century, style A	19 75
New Century, style B	20 00
New Century Electric	155 00
Playtime, engine drive	26 00
Ideal Power	28 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Red Star	21 50
Time Saver, electric	114 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	87 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$15 25
Pick, doz.	15 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 [illegible]

MOPS Doz. Net

Liquid Veneer	$16 00
O-Cedar, less handle	12 60
Do., with handle	14 70
S. W. Mops, complete	6 00
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	25%

	Each, Net
Brockville K	Plus 10%
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1¼ inch	1	3¼ inch	10c
1½ inch	65c	3½ inch	10c
1¾ inch	40c	4 inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier 25c over base.

Standard Steel Wire Nails, f.o.b London; Hamilton, Milton, $6.25 base; Toronto, $6.25.

F.o.b. Montreal, $5.85 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.35; London, $7.50 base; Toronto, $7.50.

Roofing Nails — American, large head, keg, $10.75; 25-lb. boxes, per 100 lbs., $11.75.

F.o.b. Montreal, Toronto, Hamilton.

MEAKINS BRUSHES

Profitable Sales

and repeat orders will reward the dealer who stocks Meakins famous Rubber Set Brushes. The "man on the street" knows that satisfaction and Meakins brushes are synonymous. He knows that the bristles will stay in; that these brushes can be used on delicate work, with the utmost confidence that the bristles will not adhere to the surface of the work. That Meakins Brushes are made from selected materials by skilled workmen.

Write now for particulars that will multiply your business.

Write for catalogue.

Meakins & Sons, Limited, Hamilton, Ontario

Warehouses :

Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb. box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal. Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 15

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	.....
U.S. Navy (spun)	22 00
U.S. Navy (unspun)	20 80
Plumbers' (spun)	10 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 27½
Palacine, gal.	0 30½
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 27½
Black oil (winter)	0 28
Imperial Kerosene tractor	1 35
Capital, cylinder	0 88½
Machine oil, regular grades	0 54½
Imperial gas engine oil	0 59
Paraffine	0 38

List, less 15% on above.

Polarine Oil, list	1 35
Polarine Oil, heavy, list	1 35
Polarine A, list	1 35
Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 85
Gargoyle Mobiloil BB	1 80
Gargoyle Mobiloil A	1 60

List, less 25% on above.

Fuel oil, bbls., net	0 20
Fuel oil, tank cars, net	0 18

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 65	
Dry Fibre, No. 2, Anchor	1 25	
Tarred Fibre, Anchor, No. 1	1 75	
Tarred Fibre, Anchor, No. 2	1 40	
Surprise Fibre	1 30	
"Stag" Sheathing	1 10	
Tarred felt, per cwt.— 7, 10 and 16-oz.	5 70	
Cyclone (dry)	1 65	
Cyclone (tarred)	1 75	
Joliette (sheathing)	1 25	
Joliette (tarred)	1 40	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	9 00	
Straw, sheathing, heavy, dry, cwt.	7 75	
Do., tarred, per cwt.	7 75	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	11 90
6 to 7 lbs., doz.	13 50	13 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. **Montreal** and **Toronto.**

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons), 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. **Montreal and Toronto.**

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 13	7 26	5 43	7 56
⅜ in.	5 13	7 26	5 43	7 56
½ in.	6 84	8 42	7 27	8 84
¾ in.	8 45	10 58	9 03	11 16
1 in.	12 50	15 64	13 35	16 49
1¼ in.	16 91	21 16	18 06	22 31
1½ in.	20 21	25 30	21 59	26 68
2 in.	27 20	34 04	29 05	35 89
2½ in.	43 00	53 82	.....	.....
3 in.	56 23	70 38	.....	.....
3½ in.	71 30	88 32	.....	.....
4 in.	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$30 90	$37 74	$34 60	$41 44
2½ in.	45 34	56 16	51 19	62 01
3 in.	59 29	73 44	66 94	81 09
3½ in.	73 14	90 16	82 34	99 36
4 in.	86 66	106 82	97 56	117 72
4½ in.	0 98	1 23	1 24	1 49
5 in.	1 15	1 44	1 44	1 73
6 in.	1 49	1 86	1 87	2 25
7 in.	1 94	2 43	2 42	2 90
8L in.	2 04	2 55	2 54	3 05
8 in.	2 35	2 94	2 92	3 51
9 in.	2 81	3 52	3 50	4 21
10L in.	2 61	3 26	3 25	3 90
10 in.	3 36	4 20	4 18	5 03

Terms, 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 15% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	**Montreal.**	**Toronto**
Ordinary, 52 sheets	$9 25	....
Do., 60 sheets	9 85	....

PLATES, COKE, TIN

	Tor.	Mont Per box
IC, 20x28 112 sheets	....	27 00
IX, 20x28 112 sheets	....	30 00
IXX, 20x28 112 sheets	....	33 00
IXXX, 20x28 56 sheets	....	18 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. **Montreal.**

PLATES, TERNE

IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, **Toronto, London**

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 75	2 75
Everlastic, 3 ply	3 20	3 20
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 60	2 55
Panamoid, 3 ply	3 05	2 95
Red Star, 2 ply	2 13	2 18
Red Star, 3 ply	2 55	2 60
Liquid roofing coating, per gal., in bbls.	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	9 25	9 25
Coal Tar (crude)	8 00	8 00

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star standpaper 12½% off list.

B. & A. emery cloth, ... on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50
Discount 10/5%.		

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Generous Margin of Profit

and a quick turnover are characteristics that have made Kiddie-Kars very popular with the Canadian hardware trade. If you have not sold Kiddie-Kar yet you have something coming to you—it's the world's best selling child's vehicle.

Canadian K.K. Co., Limited

Elora, Ontario, Canada

Sno-Wite

Enamelled Fixtures

C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.

CHICAGO, U.S.A.

Ask Your Jobber

Beatty Bros. Limited Bulletin

An Ideal Pump for the Barn

W. H. STERNE

Mr. W. H. Sterne has been manager of Beatty Bros. Ltd., at Edmonton, since the branch was opened. He has met with great success in developing business in the BT lines in Alberta.

The "London" Syphon Pump is the ideal pump for supplying water in either house or barn.

It has exceptional drawing and lifting power combined with high capacity.

It is supplied for hand or windmill use, and is provided with attachments to make it work with practically any style of pump jack.

Only the finest material is used and it is a strong, substantial, well-built pump in every respect. This pump is fully described in the BT General Catalogue.

If you have not a copy of this catalogue, send a card to our nearest branch and it will bring you one at once.

Beatty Bros., Limited

Fergus London, Ont. St. John, N.B.
Winnipeg Edmonton Vancouver
Montreal London, Eng.

If interested, tear out this page and keep with letters to be answered.

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.

00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 00	$12 30
26 gauge ...	12 75	12 25
24 gauge ...	12 15	11 65
22 gauge ...	11 80	10 80
20 gauge ...	.....	10 35
18 and 20 ga.	11 10	.....

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPOUTS, SAP

Eureka, per M. $16 85

STANDS, WASHTUB

Dowswell $4 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)

Bright $6 10
Kegs 7 10

STOVES

Oil Burning Cooking List each
Perfection No. 32, 2-burner..$25 50
Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven
No. 70, each, net......... 5 00
Detroit Glass Front Oven,
No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List

No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Hot Blast ....Plus 10%
Discount 30% off list.

STRETCHERS, CURTAIN—

Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount

Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings ....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Upright, with rack 6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.			Per 100 ft.
8 in......	$6 90	15 in......	$12 50
10 in......	7 70	18 in......	16 00
12 in......	9 10	add 15% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.... $3 50
Jump, No. 1 .... 3 70
Hawley & Norton, No. 1.... 5 60
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	35	35	35
Draining Tools ...	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List: Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27 50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36 50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

TUBS, WOOD

No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.

500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb. 1 00
Cones, 3-ply, lb. 0 96
Do., 4-ply, lb. ....

VALVES AND COCKS

Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves

Gate Valves ....Net list
Regrinding Valves ......Plus 7½%
Swing Check Valves .....Plus 15%
Compodisk Valves ....Plus 7½%

WARES, ETC.

Britannic, advance 55%.
Scotch Grey Ware, 45%.
Colonial, 15%.
Imperial Ware, 15%.
Pearl, 15%.
Premier, list, plus 17½%.
Canada Ware, list, plus 17½%.
Crescent, 45%.
Diamond, plus 17½%.
White Ware, 35%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 40%.
Stamped Ware, retinned, 33 1-3%.
Copper Bottoms, plus 35%.
Tinners' Trimmings, plain, 40%.
Tinners' Trimmings, retinned, 33 1-3%.
Tinners' Trimmings, general, list. plus 33 1-3%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 75%.
Cream Cans, list, plus 40%.
Railroad Cans, list, plus 33 1-3%.
Sheet Iron Ware, list, plus 45%.
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 80%.
Fry Pans, Acme, 10%.
Fry Pans, Quick Meal, plus 25%.
Spiders, steel, plus 25%.
Fire Shovels, japanned, list, plus 45%.
Steel Sinks, galv'zed, list plus 35%.
Steel Sinks, painted, list plus 35%.
Light Galv. Pails and Tubs, list plus 45%.
Heavy Galv. Pails and Tubs, list plus 35%.
Hollow ware, add 30%.
Garbage Pails, list, plus 30%.
Jap. Coal Hods, list, plus 60%.
Galv. Coal Hods, list, plus 75%.
Paper Lined Boards, 20%.
Wood-lined Boards, 5%.
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots list plus 50%.
Stove and other Pipe, list, plus 75%.
Stove Pipe Thimbles, 40%
Stove Pipe Elbows, black and galv., list, plus 45%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.. cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs..	$5 10	$5 60	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	5 10	4 90	6 00

WHEELBARROWS

Navvy, steel wheel, doz.....$81 00
Garden Steel, doz. 72 00
Light Garden, doz. 88 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 .
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 15
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18 ....$10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 32½%.
Canadian discount, 45%.

WRINGERS, CLOTHES

Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 108 50
Eze 99 80
Rapid 90 80
Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 268

In next week's ad. in our regular space we will show the lucky ones to win the $25.00 cash for sending in the three most complete lists showing *modern uses of Galvanized Sheets.*

There's not a single item where

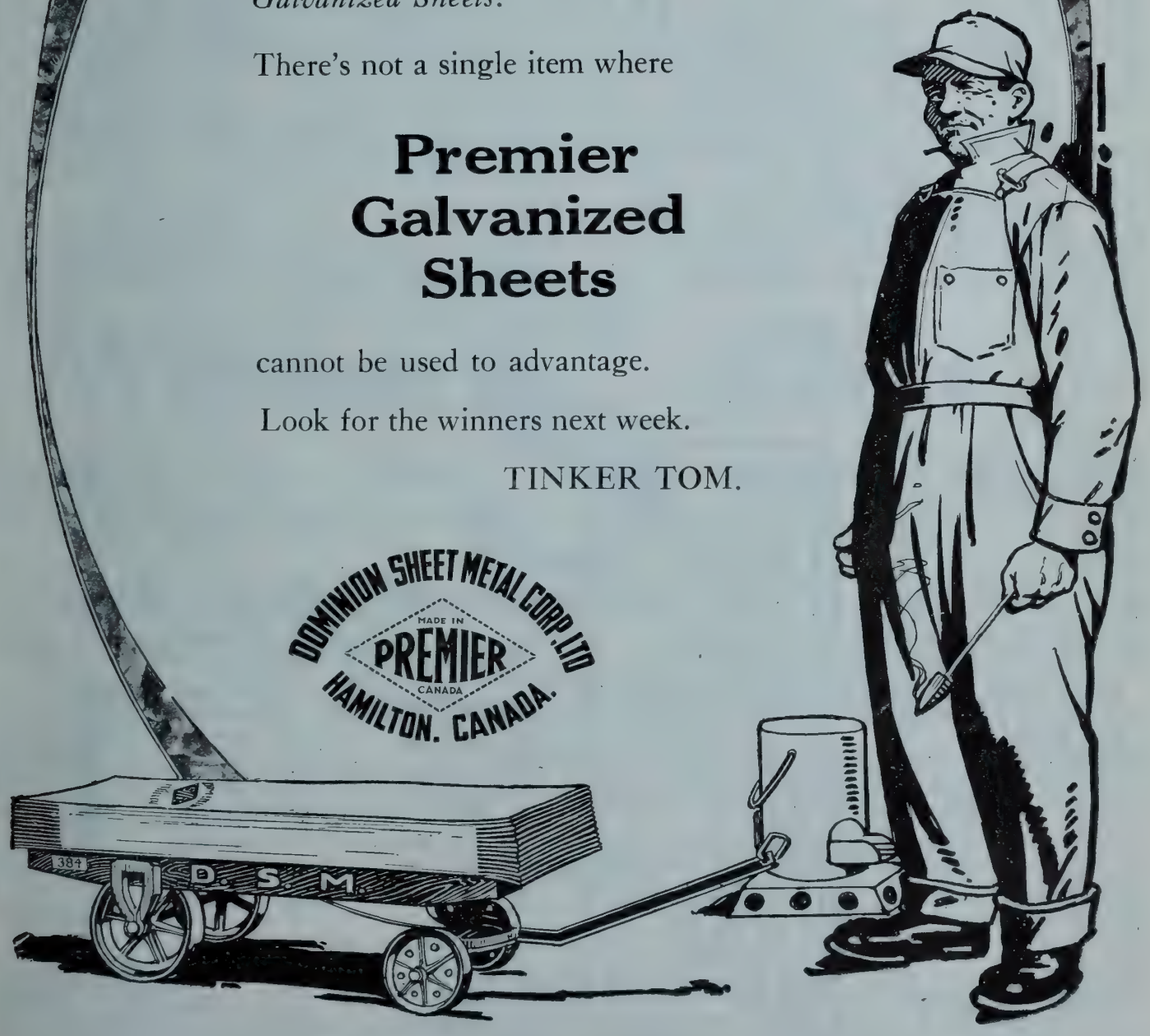
Premier Galvanized Sheets

cannot be used to advantage.

Look for the winners next week.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE

	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)

	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ocre, 100-lb. kegs	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)

	Gal.
Dougall white enamel	**$8 00**
Vitralite	**9 00**
Duralite	**7 50**
B-H "White" Enamel	**8 00**
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	**6 90**
Hillcrest	7 00

GLUE

	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

Zinc coated, ½ and ¼ lb. packages, 22c lb.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $23.40.

LEAD (RED DRY)

	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 34½
10s	0 35
5s	0 36
1s	0 39½
½s	0 43½

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	2 35	2 35
Crates 12 doz., 8 oz.	2 10	2 10
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s,, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs.	$12 00
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal

TAR

	Mont.	Toronto
Coal Tar, refined	8 25	8 50
Coal Har, crude	7 00	7 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 00
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES

Stove pipe, ½ pts.—	Per gal. cans	Per doz.
B.H.	$1 50	
O.P.W.	1 60	
Anchor		

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	6 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 68
Johnson's	0 68
Jamieson's liquid wax, gal.	3 50
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Gilders, bolted, in bbls.	3 00

Stocks very light, prices nominal.

WOOD ALCOHOL

	Per gal.
In five gallons	4 00

F.o.b. Montreal, Toronto London.

Frost King

Always Cool Running

High anti-friction properties, unequalled endurance, and cool-running qualities are points that make Frost King preferred by consumers. The fact that the annual sales of Hoyt Metals amount to $10,000,000 is convincing evidence of the superior quality and popularity of these efficient metals.

Hoyt Metal Company

Montreal TORONTO Winnipeg

ANY SIZE **WIRE** ANY TEMPER

Bright, Annealed, Tinned, Coppered, Galvanized, Lacquered, Etc., for all Purposes

BALE-TIES

Single Loop and Cross Head

Large Stocks for Immediate Shipment

We manufacture and maintain the Largest Supply in Canada

THE

LAIDLAW BALE-TIE CO.

LIMITED

Factory and Head Office HAMILTON, ONT.

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.
Norman Jesiman, 505 Hastings St. W., Vancouver, B.C.

Window RED S Glass

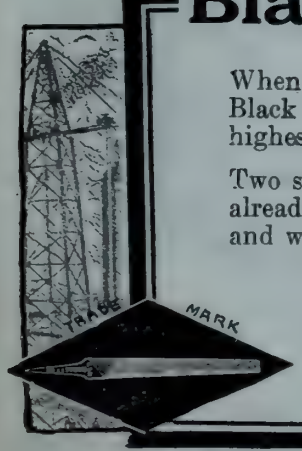
Also Plate, Figured, Bent, Stained, Wired, Mirror and Ornamental Glass.

Order Early.

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	138 00	.....	......

Jobbers' Discount on Winchester Ammunition, 37½% off Dominion List.

Dominion Ammunition—Discount 45% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each $13 65

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	$5 25
20 oz.	6 75

CHAIN

Coil, 3-16 in., $19; ¼-in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25 per cent.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

Hand, No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$13 12
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank...	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen........	Discount 20%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.... .	10%
Nipples 4" and under.......	70%

FRY PANS Each

Cast iron, No. 8..........	$1 05
No. 9..........	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in..........	$18 60	$24 75
26 to 40-in..........	20 30	24 75
41 to 50 in..........	21 85	25 00
51 to 60-in..........	22 85	28 75
61 to 70-in..........	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast	$1 20
Short	1 20
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs............	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	Per 100 ft. 3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Potts' No. 55, set $2 00

Mrs. Potts' No. 50, set 2 15

Mrs. Potts' common sad iron handles, $1.63 dozen. Mrs. Potts' improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	15 00

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 30c; 36 to 40, 33c.

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz............	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 38
New Century	15 00
Canadian	9 38

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 8 50	$ [illegible] 00
Empress		11 00	11 50
Daisy		6 60	6 85
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.50 base; Winnipeg, $7.00. Cut, f.o.b. Winnipeg, $7.65.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in...........	$6 60
30 in...........	8 98
36 in...........	10 50

Stephens'

REGISTERED TRADE MARK

Shingle Stains

Of Well-Deserved Popularity

Stephens' Shingle Stains fill many uses. They add artistic appearance and lasting qualities to shingles and rough timber in modern cottages and bungalows.

Stephens Shingle Stain is ideal whether the stain is applied by dipping or brushing.

Many new homes are contemplated, many are building; Stephens popularity makes these prospects yours.

The dealer who offers Stephens will benefit in profit and sales.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs...	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.......	6 75

OILS—

	Gallon
Kerosene	0 32
Gasoline	0 46
Black (summer)	0 33½
Black (winter)	0 34
Imperial kerosene tractor...	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65

Discount 10%.

Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application

Discount 25%.

Wm. Penn Motor, medium..	1 43
Do., heavy	1 48
French C, medium	0 85
French A, heavy	1 10
Transmission, No. 1	0 75
Steam cylinder, No. 650C..	1 05
Volunteer, reg. gas engine..	0 60
Century castor machine	0 50
Melrose Harvester machine..	0 65

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors..	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Buttweld, Steel

Per 100 ft. Blk.	Blk.	Galv.
⅛ in.	$ 6 17	$ 8 64
¼ in.	5 76	8 10
⅜ in.	5 90	8 24
½ in.	7 88	9 59
¾ in.	9 77	12 06
1 in.	14 40	17 82
1¼ in.	19 53	24 12
1½ in.	23 40	28 80
2 in.	31 50	38 84
2½ in.	50 94	63 00
3 in.	66 60	82 80
3½ in.	84 60	103 50
4 in.	99 90	122 40
4½ in.	116 10	144 00
5 in.	135 90	167 40
6 in.	176 40	217 80

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel.......	$5 85
No. 158, gal. 5" wheel......	5 72

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c. No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in, ½ in., and 9-16 in.. 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt.. $16.25; L.H. Sq. Pt., $16.25; L.H Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Juno
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal....	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 35-5-2% discount.

Colonial Imperial, Pearl, 6-2% discount.

Premier, Canada, Diamond, plus 25%.

Whitewear, 25-5-2%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 20-10-7½-2½% discount.

Stamped Ware, retinned, 15-10-5-2% discount.

Pieced Tinware, ordinary, list, plus 75%.

Pieced Tinware, copper bottoms, list plus 95%.

Sheetiron Ware, list plus 57½%.

Light Galvanized Pails, plus 57½%.

Tubs—

Light, plus 57½%.

Heavy, 47½%.

Pails and Tubs, plus 57½%.

Jap. Coal Hods, list plus 72½%.

Galvanized Coal Hods, list plus 87½%.

WASHERS—

Size	Case lots	Less
3/16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5/16 in.	18 10	18 60
⅜ in.	16 75	17 25
7/16 in.	15 70	16 20
½ in.	15 10	15 60
9/16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$5 75
Solid	5 50

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U.S.	$ 5 70
General purpose	7 00
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	....
18 inch	

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 50
8 inch	....	1 69
10 inch	1 81	1 88
14 inch	2 50	2 63
18 inch	3 63	3 75
24 inch	5 25	5 44
36 inch	....	10 13

Always Ready	Dozen Black	Dozen N. P
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	74 85
Regent	62 40

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

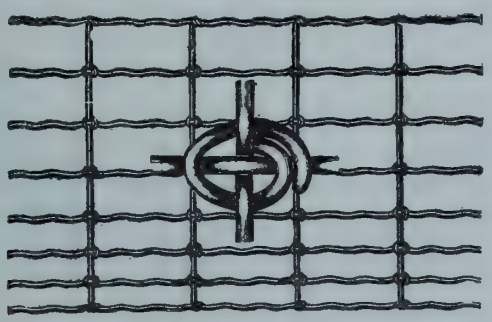
Illustrating Titelock Fastening
This is the method of fastening in our heavy grade fences. A sure and certain fastener that holds throughout the life of the fence.

"Diamond A" Woven Wire Fence

Bessemer Spring Steel

The progressive farmer knows the economic value of a good dependable fence.

Show him why the "Diamond A" gives better service than most other makes. Every farmer in your district is a prospect for "Diamond A" Woven Wire Fence. It is made from the best quality Bessemer spring steel galvanized wire.



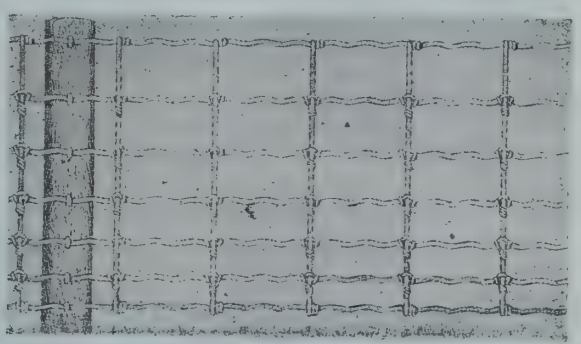
Standard
General Stock Fence. All No. 10 Gauge Wire.

Prompt Shipments

can be made from a complete stock, from any one of our three large Western warehouses.

You can take your prospect's order to-day—there will be no delay.

Write for prices and full information.



Heavy Titelock
Horse, Cattle and Sheep Fence. All No. 9 wire. Made in two sizes only —H 5-40-9 and 7-40-9.

The J. H. Ashdown Hardware Co., Limited
Winnipeg, Canada
Calgary **Saskatoon**

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
H. W. Johns Manville Co., Toronto, Ont.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
Marquette Mfg. Co., Inc., The, St. Paul, Minn.
The Locktite Mfg Co., Windsor, Ont.
John Morrow Screw & Nut Co, Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ilea Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc, Toronto.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., The, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co, Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co., Ltd., The, Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co, Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

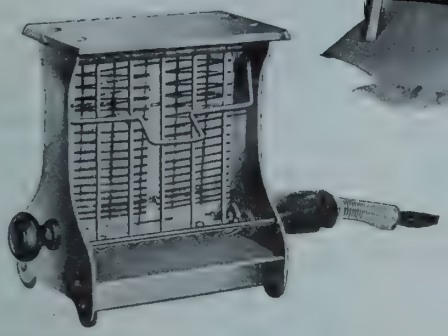
Quality goods that close sales and give years of consumer-satisfaction.

National ELECTRIC

All-year staples, business - builders and money-makers.

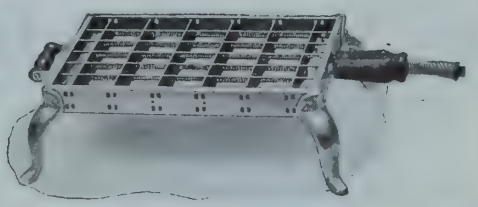
Our prices are right.

Two Burner Hot Plate
Cat. No. 310



Upright Toaster, Cat. No. 175

Write for Catalogue "C" and Discounts.



Toaster Stove, Cat. No. 180

The National Electric Heating Co., Limited

Toronto, Canada

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

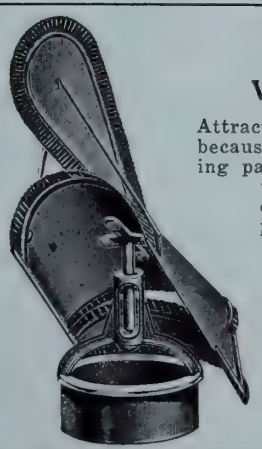
"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Rake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA

P. R. BRECKEN, Limited
Manufacturers' Agent
108 Sixth Avenue West
CALGARY ALBERTA



O-Rib-O

Volcano Chimney Top

Attracts the customers and closes sales because the Deflector—the lower slanting part shown—receives wind through the sloped opening directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys. Sells readily for homes, stores, churches, factories and as a ventilator for barns and warehouses.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Smythes, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton,
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
National Hardware Co., The, Orillia, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co., Hartford, Conn.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Morrow
High Speed and Carbon
Twist Drills

Morrow High Speed Twist Drills are made from hammered steel bars and are specially Morrow tempered, and a graduated thickness of web gives strength where strength is needed.

They give more holes with less regrinding

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Screw & Nut Company, Limited

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THE BUYERS' GUIDE

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

G R

MINISTRY OF MUNITIONS

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Medical Stores

Chemical and Explosives

Motor Vehicles

Agricultural Machinery

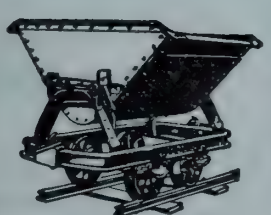
Aircraft

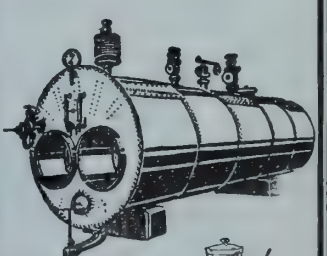
Furniture

Textiles and Clothing

Boots and Leather Equipment

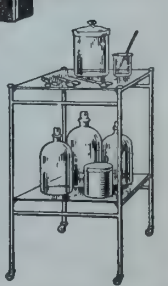
Motor Boats, etc., etc.





Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



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THE BUYERS' GUIDE

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
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The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
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Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

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Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

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The Vander Linde Rubber Co., Toronto.

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Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

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Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
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Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

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A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

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The Hamilton Carhartt Co., Ltd., Toronto.

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Stewart & Wood, Ltd., Toronto.

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A. Ramsay, Son & Co., Montreal.

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Brown & Sharpe Mfg. Co., Providence, R.I.
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Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
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F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
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Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
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The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
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Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
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Taylor-Forbes Co., Guelph, Ont.

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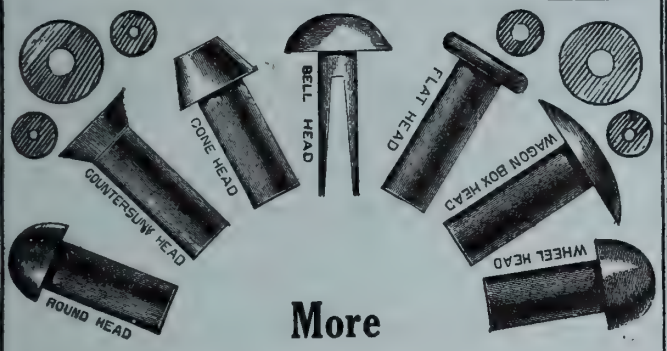

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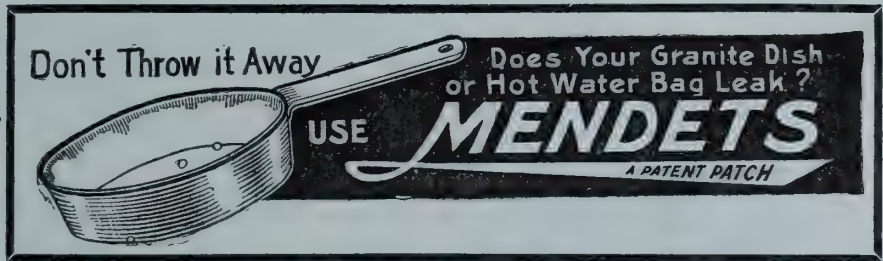

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Canada Metal Co., Toronto

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Knives, Putty
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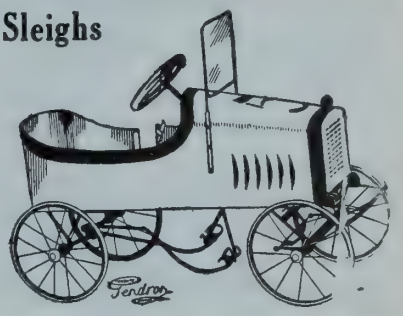
Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.



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The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

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Write for Catalogue

A. B. Jardine & Co.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

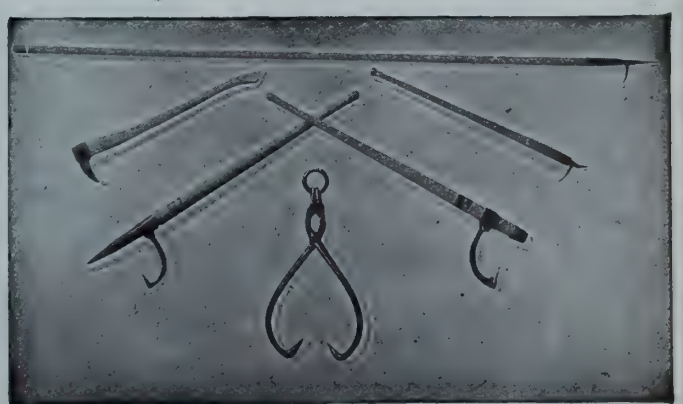
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of Every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Phonographs
Jas. H. Cummings, 180 North State St., Chicago., Illinois.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada. Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

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"Cyclone" and "Joliette" Brand Sheathing
Tarred Fibre Building Paper and Sheathing
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"Black Diamond" Tarred Felt

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Manufacturers of Brooms and Clothes Pins

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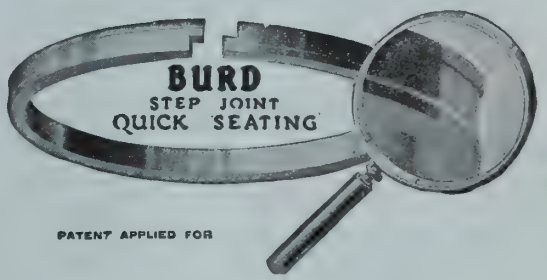
PISTON RINGS



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THE BUYERS' GUIDE

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sifters, Ash
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.

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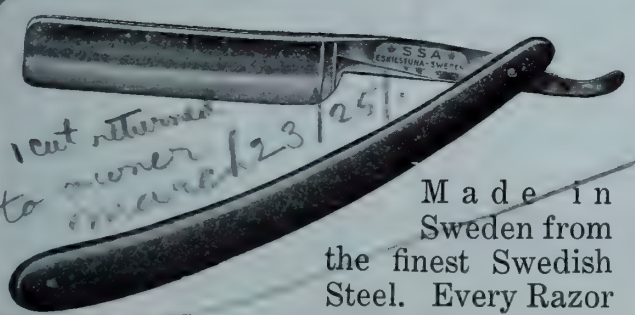

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THE BUYERS' GUIDE

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Walker, Vallance, Limited, Hamilton, Ont.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples. Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

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THE BUYERS' GUIDE

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
Americaan Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells, Ltd., St. Marys, Ont.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Great West Smelting & Refining Co., Vancouver, B.C.
The Hoyt Metal Co., Toronto.

THE SAVAGE SIGN *for* THE SAVAGE LINE

Here's the Savage Sign—built especially for your show-case or window display. A brilliant—distinctive—striking reminder to your customers that your store is stocked with the Savage line.

We've made this sign to match in quality the products it advertises—a Savage Sign in every sense of the word. And you can order yours now! *Write to Dept. I.*

Savage Service is behind all Savage Products

SAVAGE ARMS CORPORATION

SHARON, PA. UTICA, N.Y. CHICOPEE FALLS, MASS.

Executive and Export Offices, 50 Church Street, New York.

Owners and Operators of the
Stevens Arms Company
Chicopee Falls, Mass.

Savage Arms Corporation
Utica, N.Y.

Gentlemen:—Please send free of charge by return mail one of the New Savage Signs.

Name .....

Address .....

If interested, tear out this page and keep with letters to be answered.

GLASS

Our stock comprises every kind of glass.

Factory glass is one of our specialties, and we would like to submit to contractors or factories undertaking new buildings, the advantage of ⅛ in. cast glass as against ⅛ in. ribbed. The former does not collect and hold the dirt as the ribbed glass does, and is far more efficient as an effective lighting glass.

We also manufacture mirrors, art glass and Stopglare Lens.

Phone your requirements, long distance on a reverse ticket.

Ontario Plate Glass, Limited

Phones—R. 1939, R. 8026

Hamilton, Ont.

WILSON
"Little Wonder"
MIRROR

The simplest, neatest and most practical mirror on the market.

LIST PRICE $1.00

The **WILSON MIRROR** has a five inch diminishing lens set in a stamped steel frame allowing glass to be easily replaced in case of breakage.

Mirror is fitted with **UNIVERSAL CLAMP** which will fit round, square, oval or channel windshield uprights, and may be easily adapted to go on closed cars or trucks.

A truly universal mirror at a popular price.

DEALERS—Write for prices on the **Little Wonder**—The fastest selling mirror on the market.

Wilson Auto Specialties Co.

Hamilton **Ontario**

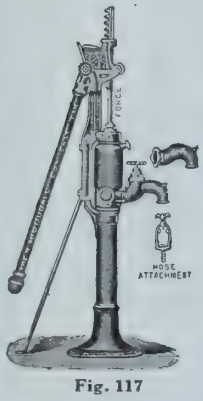


Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.

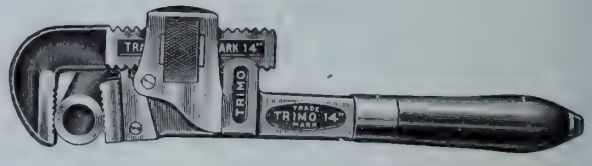
Galt, Canada

TRIMO

The four good points that make TRIMO PIPE WRENCHES superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

The Trimo Steel Handle Pipe Wrench is also made in the 6″, 8″ and 10″ size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber can Supply



Trimont Mfg. Company

Roxbury (Boston) Mass., U.S.A.

If interested, tear out this page and keep with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited
St. Catharines
Ontario

Reduces Cost of Production

That Carbalox is available in convenient rolls means a saving in production cost. Workmen equipped with convenient rolls, can use Carbalox as needed without waste or loss of time in cutting up sheets. Carbalox, in hardness and cool cutting qualities is particularly suitable for cutting and polishing aluminum, brass, copper and iron.

Canadian Sales Representatives:
A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers of every description.** Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs of the same high quality.** The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

If interested, tear out this page and keep with letters to be answered.

The Publisher's Page

TORONTO JULY 17th, 1920

Have This Working for You While You Are on Vacation

THERE is real gratification in feeling that a duty has been well done. It will add much to the enjoyment of your vacation to feel that you have left things working profitably for you even while you are gone.

Reserve space before you go and approve copy to be run in HARDWARE AND METAL, and particularly in the 32nd Annual Fall Number, so that wherever you may be, and whatever you may be doing, the whole Canadian hardware trade will be made more familiar with your product, your trademark or your name through your weekly-message in HARDWARE AND METAL, the hardware trade weekly to which the trade turns for business information on hardware.

The trade purchases invariably those products with which they have become familiar in the pages of HARDWARE AND METAL — make yours one of them!

Be sure to reserve space in the 32nd Annual Fall Sales and Directory Number appearing August 21st, 1920. It is kept by the trade and ordered from for many months. These Fall and Spring Numbers are not "freak specials," but have been established institutions in Canada's hardware trade for over 30 years.

The trade will look for your advertisement in the August 21st number —make sure of its publication before you go. Forms now closing.

HARDWARE AND METAL reaches all the wholesalers and jobbers, 90% of the retailers, and many travellers, salesmen and clerks of the Canadian hardware trade, and is the only Canadian hardware paper that furnishes a circulation statement audited by the Audit Bureau of Circulations. The rates are moderate: $65 per page; $36 for half page; $21 quarter page, and $120 for two pages. Cost of color, and inserts on special stock, supplied on request.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Ave **TORONTO, CANADA**

Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations

BETTER FENCES
BETTER FARMS
BETTER BUSINESS

BURLINGTON STEEL FENCE POSTS

Are Built to Last a Lifetime

WILL NOT DECAY OR WEAR OUT

STRONG AND ATTRACTIVE

Superior quality of steel. Will not bend, buckle or break. Unequalled for farm fences, grape vine trellises, etc.

DRIVEN INTO THE GROUND

in one-eighth time required to set wooden posts.

No Post Holes to Dig.

Length 7 ft. 3 in. Wire easily, simply and quickly attached.

Send to-day for prices and booklet. Place your order early to insure prompt delivery for fall business.

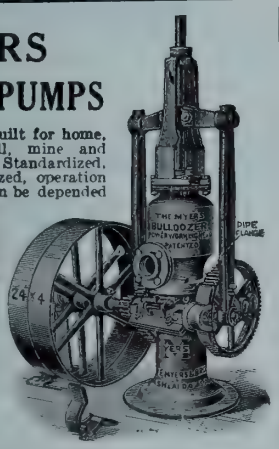
BURLINGTON STEEL COMPANY, LIMITED

325 Sherman Avenue, N. **Hamilton, Canada**

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND OHIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED

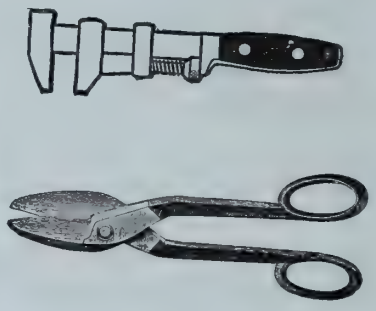
LONDON, CANADA

If interested, tear out this page and keep with letters to be answered.

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

366



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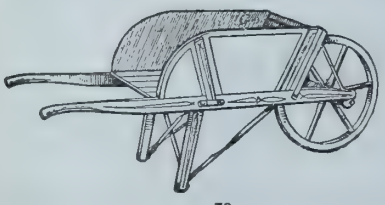

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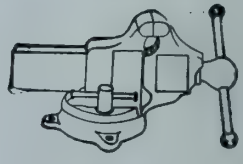


67

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

If interested, tear out this page and keep with letters to be answered.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

NO ORDER TOO LARGE

There is no order too large for the live hardwareman. Be our agent in your district. Drop us a post-card, and we will stand behind you in every way possible with advice and estimates of our numerous profitmaking lines.

We carry a complete line of everything in building materials, tile, marble, terrazzo, mantels, fireplace, fittings, etc.

Let Us Serve You.

We cover Western Ontario and Niagara Peninsula.

Kent-Garvin Co., Limited
HAMILTON

CRANE VALVES

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL

Branches: Toronto, Winnipeg, Vancouver.
Sales Offices: Halifax, Quebec, Ottawa, Calgary

HARDWARE & METAL'S unique circulation as proven by the A.B.C. audit is due to 32 years of honest effort to give the retail trade the best possible service.

How to Test Advertising

THE man who doubts the power of advertising belongs in the same class with the man who refuses to believe that the world is round simply because he can't get off somewhere at a distance and see its roundness for himself.

The merchant who fears to attempt advertising because he figures it as an "expense" is blind to his own interests. I personally know several men who, because they once tried advertising to the extent of a cheaply printed hand-bill and didn't find it necessary next morning to call on the police to keep the crowds of eager buyers from swamping their store, loudly and solemnly aver that "advertising doesn't pay."

Advertising *does* pay.

The most successful merchants are the merchants who believe most thoroughly in advertising and who practice their belief.

But advertising, in order to pay, has got to be *intelligent* advertising.

The day of hashed-over superlatives—"best goods," "lowest prices," "best stock in town," "greatest bargains ever heard of," and so on—has passed.

People have learned to distinguish the *truthful* advertiser from the blatant behind-the-times storekeeper who believes that, so long as *he* claims to have the best goods on earth, or under the earth, or within wireless distance of the earth, people will break their necks trying to get to his counters in the forefront of the crowd.

Put some *brains* into your advertising.

Don't let the office boy write your announcements in between his other duties.

Don't doubt the business-getting and business-building power of intelligent and informative publicity—and you will find that advertising *does* pay.

—*Jerome P. Fleishman.*

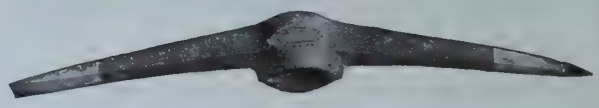
OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

PICKS



No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY
234 Criswold St. Warren, Ohio, U.S.A.

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

NOTICE TO THE TRADE
FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.

You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
NATIONAL STAMPING & ELECTRIC WORKS
CHICAGO, U.S.A.

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

No. 1 Fire Pot
List Price, each $27.20
Ask for Discount

DO YOU WANT MORE HEAT

per gallon of gasoline? The use of C. & L. Fire Pots and Torches will give you this. All of our burners are especially powerful generators, consuming but little gasoline and producing intense heat. With their easy adjustment, quick action, satisfactory work and wide range of utility, the C. & L. Fire Pots and Torches are a money making and money saving proposition. Jobbers sell at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

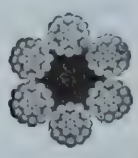
Its Handiness SELLS IT

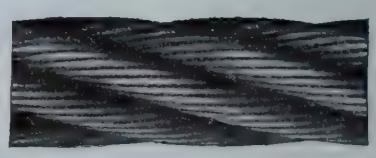
The Imperial Folding Steel Auto Chair is built of best steel of oval section, finished in rich black japan; seat and back upholstered in black waterproof art leather.

This comfortable, strong chair is a boon where space is at a premium, folds to less space than any other chair — yet perfectly convenient. Adult size seat 16" high. Children's size, seat 12" high.

Imperial Bit & Snap COMPANY
RACINE - WISCONSIN

WIRE ROPE AND FITTINGS





OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

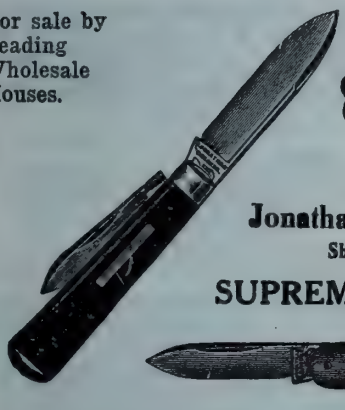
All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. *Immediate Shipments.*

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY

We have a large stock of

Carriage and Machine Bolts

Coach Screws

Rivets, Nuts and Washers

Orders Filled and Shipped Immediately

London Bolt & Hinge Works

London, Canada

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

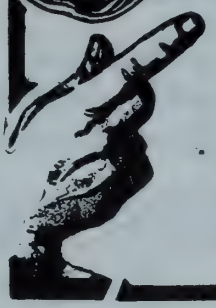
Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

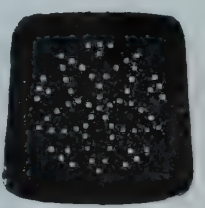
GEO. W. REED & COMPANY, LIMITED

37 St. Antoine St., Montreal

Chair Seats—In Three Ply Veneer

Staple Patterns

Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.



Ask for samples, and compare with any other make.

Canadian Veneering Co., Inc.

Acton Vale, Quebec

Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

Quality That Repeats Sales

We Make

Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.

London, Ontario

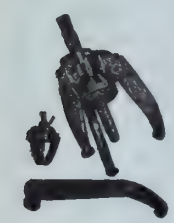
If interested, tear out this page and keep with letters to be answered.

British-Made Razor Strops

For Immediate Delivery from Stock.
Jobbers' Enquiries Will Receive Immediate Attention.
Our Prices Are Interesting. Write or Wire To-day.

Dingley Brothers Export, Limited Lindsay Building Montreal

W. T. Evans, Canadian Representative



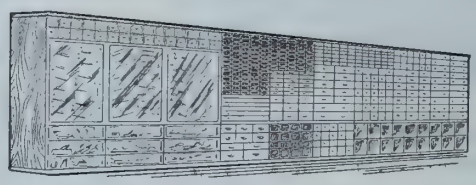
SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple to the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.
TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory, return to us and we will refund your money. We also make the GREB RIM TOOL.
THE GREB CO., 218 State St., BOSTON

OWL BABBITT METALS

Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.

OWL METAL COMPANY WINNIPEG

Subscription price of HARDWARE & METAL is $3 per year or less than six cents per issue.



Cameron Store Equipment

Our Specialty

Cameron & Company
74 Logan Ave. Toronto

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn,. U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and

The subscribers to HARDWARE AND METAL include the largest buyers of hardware in Canada. The circulation of our paper is national, and covers Canada from coast to coast.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

For Permanency, Label your Goods with

Decalcomania Transfer Name Plates

MADE IN CANADA BY

CANADA DECALCOMANIA COMPANY, LTD.

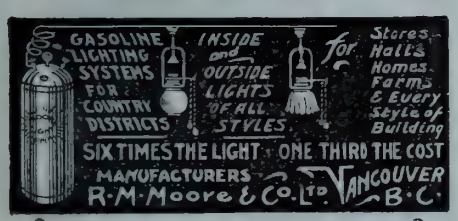
364-370 RICHMOND ST. WEST. TORONTO, CANADA.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS

Caron Bldg., 233-239 Bleury St., Montreal



"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.

OWEN SOUND, ONT

SMALL TURN BUCKLES

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GEORGE H. WILKINS CO.

180 No. Market St. Chicago

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited

P.O. Box156, Hull, Que.

Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited

GUELPH, ONTARIO

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.

Chester, Conn., U.S.A.

$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.

C. A. MYERS COMPANY,

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STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works

BUFFALO, N.Y.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE ONE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

Putty and White Lead

Quality Guaranteed Prices Right Let us Quote You

N. B. Prichard's Paint Works

The Dominion Metal Company, Limited

Sherbrooke, Que., Canada

CLIMAX PAPER BALERS

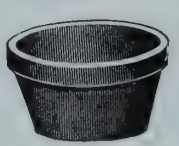
ALL STEEL—FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.

Hamilton, Ont.



Foster Pottery Co.

HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List

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Northern

Tape *Electric* Splice

on these Brands

Northern SPECIAL

VICTOR NOR-EL-CO

Northern Electric Company

LIMITED

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

PLUMBER AND TINSMITH WANTED TO rent shop, upstairs over hardware. Lots of room. Good light and good benches. A going concern for over forty years. First-class chance for a good man. For full particulars apply to Harland Bros., Clinton, Ontario.

WANTED — RETAIL HARDWARE MAN AT once, single man, must be a live wire and good personality. Apply stating experience and salary expected. Sanders Hardware Co., Lancer, Sask.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

FOR SALE

HARDWARE BUSINESS FOR SALE IN TOWN of 2,000. Situated in one of the best farming centres about 60 miles from Toronto on two lines of railway. Stock about $20,000. Real estate and fixtures, $15,000. Box 84, Hardware and Metal.

HARDWARE BUSINESS FOR SALE IN GOOD farming and fruit growing district in Grey County, dealing with the farming public. One opposition. Stock and buildings about $15,000. Ill-health reason for selling. A snap, act quick. Box 146, Hardware and Metal.

HARDWARE WALL FIXTURES FOR SALE— 40 ft. of shelving, consisting of 11 sections of 7 shelves 8" high by 12" deep, with facings of hardwood, two showcases, and 13 sections under ledge 3 ft. wide fitted with two sliding doors with showcase bearings and track. Above will be sold very reasonable as owner has no further use for them. Photo on application. Box 13, Hardware and Metal.

COMPLETE SET OF TINSMITHING TOOLS for sale (not including brake). Apply H. W. Krantz, 130 Ave A North, Saskatoon, Sask.

FOR SALE—LARGE STORAGE TANK, SUITable for gasoline or coal oil. Capacity about 1,750 gals. Can be bought right. Terms to reliable party. Box 99, Hardware and Metal.

CLEARANCE LINE—GENUINE "SLOCOMBE" Drills are offered at a sacrifice. Sizes "C," "E," "F," and "G." Wholesalers and dealers will find it of interest to communicate their requirements to Box No. 140, Hardware and Metal.

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

WANTED

WANTED TO PURCHASE—ONE OR TWO 8' or 10' Silent Salesmen in good condition. Tourtellot Hardware Co., Ltd., Port Arthur, Ont.

SITUATIONS WANTED

EMPLOYER WANTED—EXPERIENCED HARDware and paint traveller, a real business-getter, with good connection Niagara Falls to Windsor and part of Northern Ontario. Best references. Box 87, Hardware and Metal.

A FIRST-CLASS HARDWARE MAN DESIRES position, wholesale or retail trade. Ten years' experience buying to retailing, including electrical, plumbing and tinsmith supplies. Charles C. Davison, 12 Beale St., Woodstock, Ont.

AGENCIES WANTED

WANTED—FOR EXCLUSIVE SALE IN GREAT Britain, large quantities heavy hardware, raw and manufactured wire products, electrical goods, farm and garden implements. Large sales and business connection. Address H. L. Goodman & Son, 24 Lime Street, London, England.

AGENCIES WANTED—I AM IN GOOD POSItion to take on sales agency for another good hardware line for Province of Ontario. W. H. Reid, 54 Rainsford Road, Toronto, Can.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

For Sale

Metal Products Business

To close an Estate, the undersigned offer for sale as a going concern all the shares of the capital stock of a very successful metal products business being caried on in Toronto.

This is a splendid opportunity for anyone to acquire a business of this character. Inventories and statements of affairs may be inspected or had upon application to

The Trusts and Guarantee Company, Limited, or Lionel Davis, Executor.

DAVIS & MEHR,
12 Richmond Street East,
Toronto,
Solicitors for Executors.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

If interested, tear out this page and keep with letters to be answered.

Timid Travellers

Don't Get Your Story Across

YOU have run across the timid traveller, the man who, through fear or inexperience, is afraid to go after the big buyers in the trade? If he does reach the buyer he frequently fails to create the right impression. Perhaps the interview is a short one, the buyer may be hasty, busy, worried and does not absorb all the information you would like him to have. There may have been several travellers ahead of your representative, and half a dozen more waiting outside. In the rush of the interview several important talking points have been overlooked, or if mentioned, may be forgotten in a few days. Your line is only one of thousands sold by the hardware trade. What is the result? Perhaps an order—or a "turn down." It may be but an order for a few dozen, instead of the order for several gross which would have been received if the buyer had known all about your goods. Buyers are busy these days, and their time is valuable.

You can assist your travellers over the rough spots by paving the way for them. Hardware and Metal does not sit outside the buyer's door and wait for an appointment. It goes right into the buyer—Why? Because he pays for it. He invites the paper to call on him each week, and he sends the subscription price along with the invitation. The buyer reads the advertisements and gets valuable information and impressions from them. The advertisements supplement the efforts of the travellers. The buyer looks in Hardware and Metal for information—and he is not disappointed! He finds a large amount of business-building information in Hardware and Metal every week. That is why Hardware and Metal goes by paid invitation each week to every wholesale hardware firm and over 90 per cent. of the entire retail hardware trade in Canada from coast to coast.

Hundreds of hardware buyers in Canada have been regular readers of Hardware and Metal for upwards of twenty years. Several have been subscribers for over 30 years. It is significant that the lines that have been advertised regularly in Hardware and Metal are the biggest sellers and best known lines in the Canadian hardware trade. Ask any retailer or wholesaler. Advertising in Hardware and Metal is the greatest support you can give to the new traveller. The older, more experienced travellers who really know Hardware nd Metal, will invariably recommend it—because they have "been through the mill" and know that advertising in Hardware and Metal is beneficial.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

If interested, tear out this page and keep with letters to be answered.

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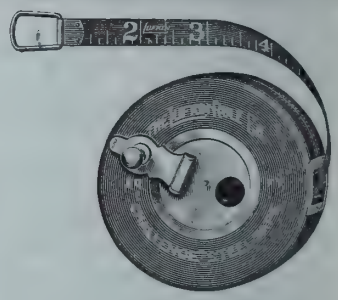
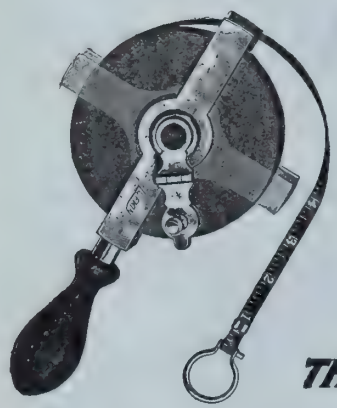
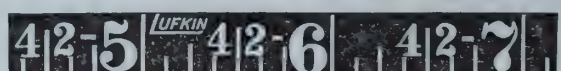
LUFKIN

MEASURING TAPES
ARE OF
SUPERIOR QUALITY
ACCURATE DURABLE



THEY HAVE *Instantaneous* READINGS
"Nubian" (dark) Finish Lines, Metal Lined Cases, etc.
MADE IN CANADA





The recognized standard for years in construction work, engineering and surveying.

Everybody knows the Brands—
"RELIABLE" "CHALLENGE" "RIVAL"

Carry the Tapes that sell.
Your jobber stocks them.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

If interested, tear out this page and keep with letters to be answered.

O.P.W.

Trade Mark Registered

"Paints and Varnishes for Every Purpose."

Prospects In Your Town

Are as plentiful as anywhere else. Have you thought of the churches and other buildings in your neighborhood that need painting?

Are you taking definite steps to induce action on the part of the responsible parties in each case?

There are many such prospects for the O. P. W. dealer because there is an O. P.W. product for every purpose, which makes every purpose of paint an objective for the O. P. W. dealer.

A little thought, a little care, and your development of local conditions will greatly multiply your paint and varnish trade.

If you are not an Agent now—write

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

O. P. W. preserves from decay your customers' property,

ORDER TO-DAY

"Save the surface and you save all" *Paint & Varnish*

Send Us Your Name and Address

and we will place you on our mailing list for receipt of our Monthly Stock List.

Everything listed from plain metals to finished products for the use of Railways, Shipbuilding and Mining Companies, Public Works, Etc.

The only complete warehouse stock in Canada, West of Toronto.

Immediate Shipments

Made From Stock of

Iron and Mild Steel Bars

In Flats, Rounds and Squares

Bands, Boiler Tubes, Nuts, Rivets, Cap and Set Screws, Beams, Angles, Channels, Plates, Tees, Tool Steel, Rails (new and relaying), Gauge Sheets, Shafting, Wire Cable, etc.

THE MANITOBA STEEL AND IRON CO., LIMITED

Steel, Iron and Metal Merchants

WINNIPEG CANADA

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 30 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA JULY 24, 1920

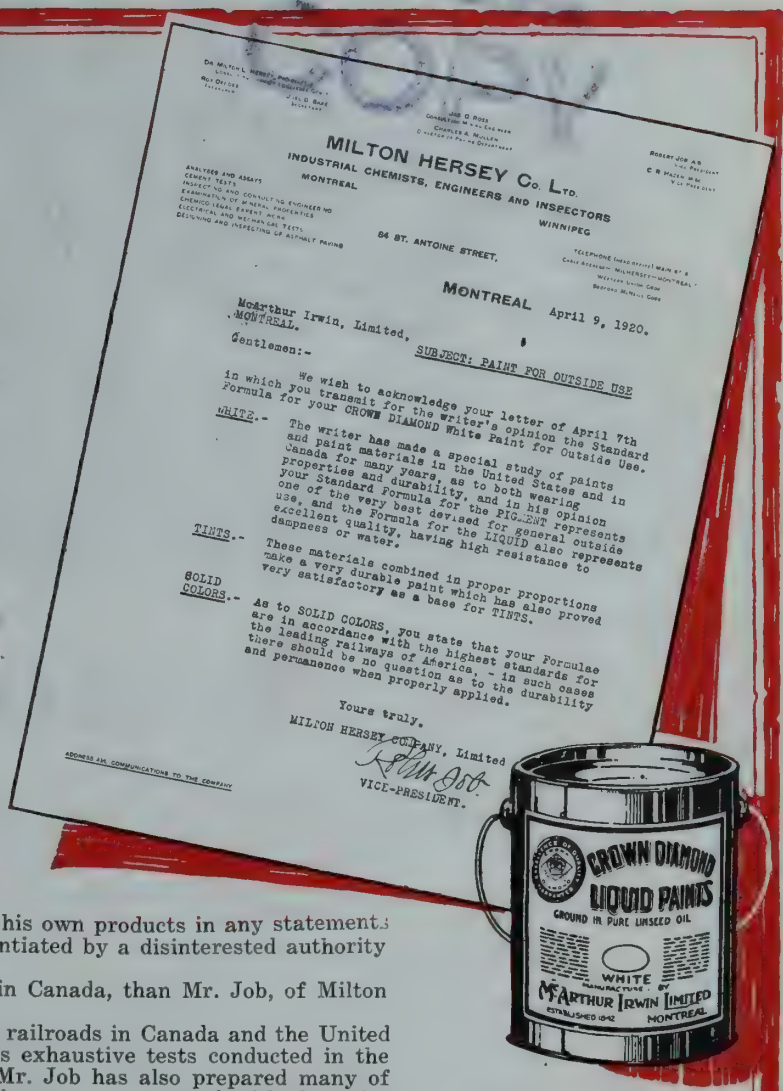
FILE COPY

Convincing Proof

from an unbiased authority which furthur demonstrates the fact that

CROWN DIAMOND PAINT

is a thoroughly practical and most serviceable paint for all purposes.



MILTON HERSEY Co. LTD.
INDUSTRIAL CHEMISTS, ENGINEERS AND INSPECTORS
MONTREAL WINNIPEG
84 ST. ANTOINE STREET,
MONTREAL April 9, 1920.

McArthur Irwin, Limited,
MONTREAL.

Gentlemen:-

SUBJECT: PAINT FOR OUTSIDE USE

We wish to acknowledge your letter of April 7th in which you transmit for the writer's opinion the Standard Formula for your CROWN DIAMOND White Paint for Outside Use.

WHITE.- The writer has made a special study of paints and paint materials in the United States and in Canada for many years, as to both wearing properties and durability, and in his opinion your Standard Formula for the PIGMENT represents one of the very best devised for general outside use, and the Formula for the LIQUID also represents excellent quality, having high resistance to dampness or water.

TINTS.- These materials combined in proper proportions make a very durable paint which has also proved very satisfactory as a base for TINTS.

SOLID COLORS.- As to SOLID COLORS, you state that your Formulae are in accordance with the highest standards for the leading railways of America, - in such cases there should be no question as to the durability and permanence when properly applied.

Yours truly,
MILTON HERSEY COMPANY, Limited
VICE-PRESIDENT.

ADDRESS ALL COMMUNICATIONS TO THE COMPANY

A manufacturer is liable to favor the quality of his own products in any statements he may make, but when these statements are substantiated by a disinterested authority they are bound to be convincing.

There is no more unbiased authority on paint, in Canada, than Mr. Job, of Milton Hersey Co., Limited.

He is consulting chemist for some of the largest railroads in Canada and the United States. He is also closely connected with the various exhaustive tests conducted in the States regarding the wearing qualities of paints. Mr. Job has also prepared many of the paint specifications for the Government. He is in no way connected with the paint industry and favors no special brand of paint.

We have submitted our Crown Diamond Paint formulas to Mr. Job for his opinion of its quality and durability.

The letter shown above speaks for itself and verifies the truth of the statements made in our recent advertisements regarding the purity and durability of Crown Diamond Paints.

To All Paint Dealers

It will pay you well to sell this quality line of Crown Diamond Paint Products—Write to the nearest distributor or to us direct for full information.

McARTHUR, IRWIN, LIMITED

Established 1842 MONTREAL

DISTRIBUTORS OF CROWN DIAMOND PAINTS—Stewart & Wood, Limited, Toronto; W. B. Dalton & Sons, Kingston; Crowell Bros., Halifax, N.S.; Robertson, Foster & Smith, Limited, St. John, N.B.; Farquhar & Gill, Vancouver, B.C.

Jumbo Window Sign

25 inches wide by 33 inches deep

This distinctive, 4-color display will attract attention to any window in which it may be placed, and will certainly arouse the interest of motorists when they are thinking of giving their cars a clean-up. Stickers are attached to this poster, so that you will have no trouble putting it up.

WAGELESS CLERKS

EVERY dealer everywhere will be glad to hire these wageless clerks. Not so much on account of their unusual salary which is designated thus .000, but because of their merits which emulate those of many high-salaried clerks.

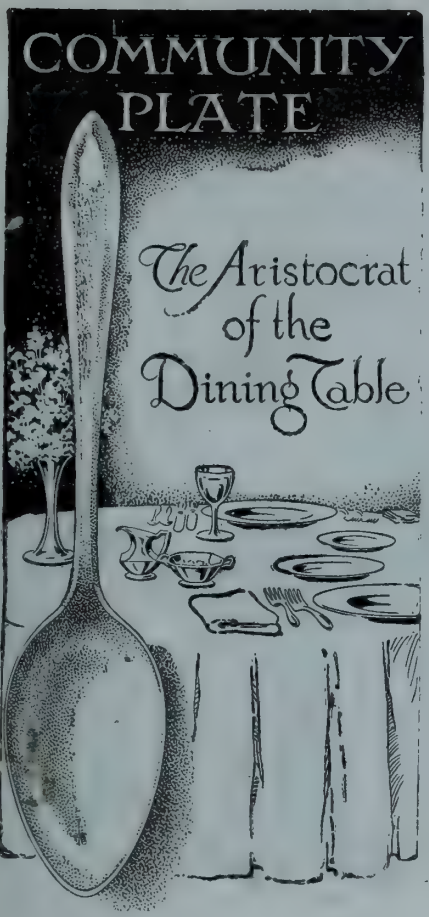
In addition to being strong on salesmanship there are many human frailties that these clerks do not possess. They are never discourteous, never indifferent. They work overtime without a murmur. They are always on the job and never quit for a better job. They are brilliant examples of patience, industry and good nature.

Their names are *Display,* Window Display, and Store Display. The dealer who puts them to work properly need never worry about the rent, drafts coming due, or the price of gasoline for his flivver.

Suppose, for example, you were to start right now. Put a dozen bottles of O-Cedar Polish on your counter. Then clean out the window, put in O-Cedar Polish in the 25c to $3.00 sizes (and don't forget the O-Cedar Polish Mop). Arrange them nicely, and as a background use the attractive O-Cedar window cards, signs, and posters that you may have free for the asking. You'll be delighted with the happy song your cash register will sing if you do this.

Channell Chemical Company Limited, Toronto

HARDWARE AND METAL, July 24, 1920. Volume XXXII., No. 30. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



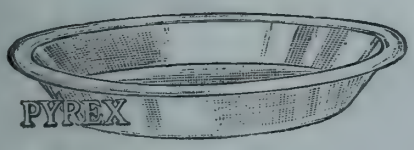
Don't Wait Until September to Show Wedding Gifts

The early bird gets the worm — the retailer who tips off prospective purchasers of September wedding gifts that he has "just what they want" will be the "early bird," and will get this business. Don't wait until September, but stock and display such lines as—

"Pyrex" ovenware in separate pieces or complete sets, plain or engraved; Community Plate in Adam, Patrician and Sheraton designs; Meriden Britannia ware in Old Colony, Cromwell, Continental and Tipped designs.

We carry complete stocks and offer you prompt deliveries—but suggest that you place your order as early as possible.

Ask the "Rice Lewis" man.



Rice Lewis and Son, Ltd.

Victoria Street
TORONTO

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

"The Trade Mark known in every Home"

Home Needs

When the housewife rolls up her sleeves—

She gets something done. When her face is bisected with a smile, something unusually good is around to make her happy. It isn't always her husband. In thousands of cases the **unusually good** is a **complete equipment** of UNIVERSAL Kitchen Appliances.

Every woman who has a home or has one in the making needs the UNIVERSAL Bread Maker, Food Chopper, Percolator, Iron, Grill—all the things that make kitchen work a pleasure instead of nerve-wracking drudgery.

"The Universalized Kitchen" is a joy-maker for the housewife—a money-maker for the dealer. Every-day needs in the kitchen mean every-day sales in your store. Push UNIVERSAL goods and the trade you want—you'll get.

Canadian Representatives:

Montreal **A. MACFARLANE & CO., LTD.** Quebec

LANDERS, FRARY & CLARK
New Britain, Conn.

"These UNIVERSAL Devices Help Solve the Servant Problem"

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL
Garage Door Sets

How Many Autos Has Canada?

Everyone Must Be Sheltered!

Canada will have four or five hundred thousand automobiles by the end of this year. About 70,000 will be built in Canada during 1920 and every car must be housed, which indicates continued heavy sales of Universal Garage Sets by hardware merchants.

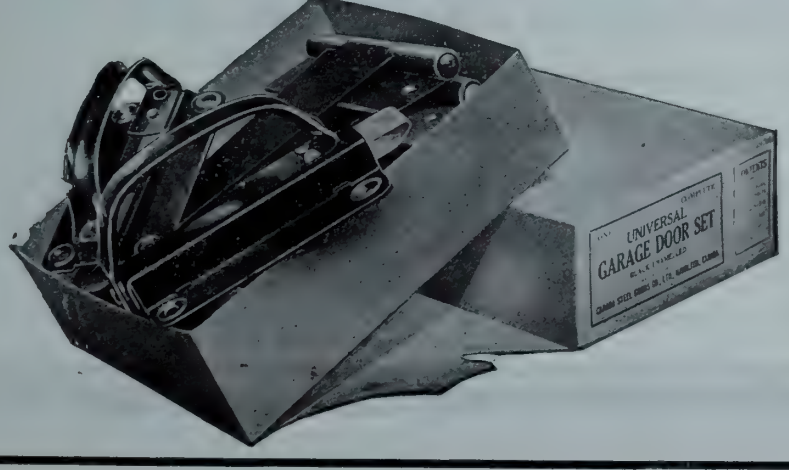
The Universal Garage Set Offers **the lowest price on record.** Beautiful extra heavy hardware, the very best of its kind, finished in black enamel. Auto owners are favorably impressed with this set as soon as they see it.

Time-Saving Packing

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1055 x 6-in. Wrought Steel Chain Bolt.
1—No. 1056 x 6-in. Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch.

In a neat, strong box as shown, complete with proper sized screws. This set includes our famous No. 1240 latch, the most efficient and best selling latch on the market. The set weighs 10 lbs.; packed 6 sets to a case.

Canada Steel Goods Company, Limited
HAMILTON, CANADA



If interested tear out this page and place with letters to be answered.

B·S·A

SPORTING RIFLES

LEE-ENFIELD ACTION

The B. S. A. Sporting Rifle illustrated has the same action as the famous Lee-Enfield model which proved superior in the firing lines of France. In extremely cold climates the Bolt always functions perfectly—a feature thoroughly appreciated by many veteran hunters where the mercury is below zero.

Since the war there has been a world-wide demand for B. S. A. Sporting Rifles. Dealers can therefore be sure of ready sales. There is satisfaction also in knowing that you are selling a good article that will help maintain the prestige of your business. The B. S. A. Trade Mark stands for rifles and shot-guns of unerring accuracy, perfect balance and excellent workmanship. It is a pleasure to place one of these firearms in the hands of a customer—to see him test its balance, open and close the breech, bring the butt to his shoulder and decide it will be *his* rifle!

Dealers are invited to write concerning the stocking and selling of B. S. A. Rifles and Shot-Guns.

Available from Montreal Stock

B. S. A. GUNS, Ltd., Birmingham, England

FRASER COMPANY

10 Hospital Street Montreal, Canada

Canadian Distributors

PRODUCTION EQUIPMENT CO., 5-9 Union Square, New York, N. Y.

Sole Agents for U. S. A.

When Our Travellers Call Treat Them Well

They are Real Encyclopaedias of Hardware Information, and are Most Happy to Impart It.

Do not hesitate to make use of them. We keep them thoroughly informed on the market tendencies. As a hardware man you are entitled to the beneft of this knowledge.

Have you enough stock?
Are you over-stocked?

Then in either case consult our traveller. He will help solve your problems—Will take a personal interest in counselling with you as to ways and means that

BETTER BUSINESS and BIGGER PROFITS

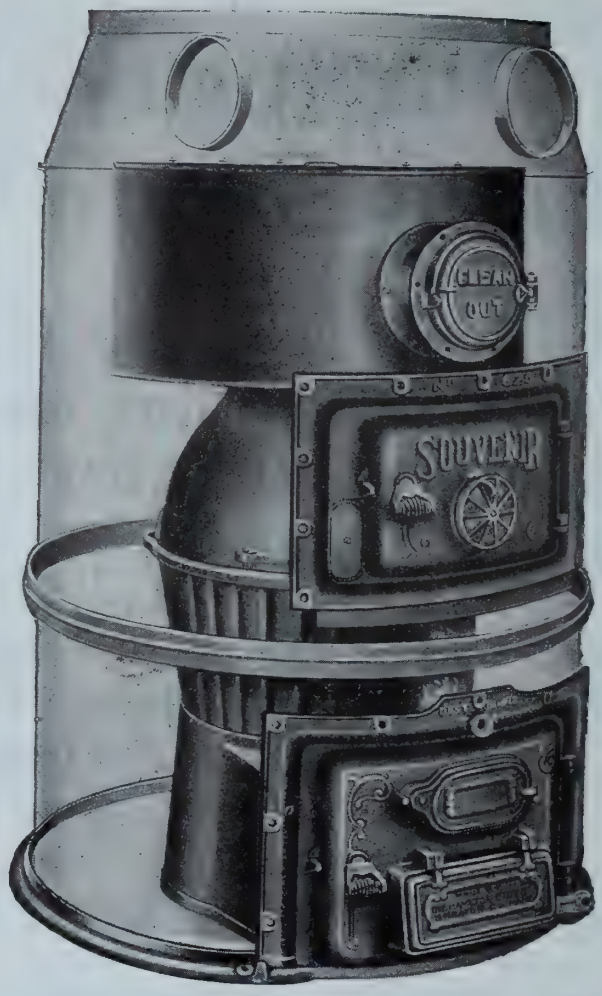
may be reaped all round

LEWIS BROTHERS, LIMITED

20 Bleury Street **MONTREAL**

If interested, tear out this page and keep with letters to be answered.

The SOUVENIR is different because



It will give your customers entire satisfaction

Souvenir Warm Air Furnace

Burns Coal or Wood

Just the right size for small houses, economical in price and yields a good profit to you, Mr. Dealer—Write for catalogue covering our complete line of Stoves, Ranges, Furnaces and Builders' Hardware.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives :

MR. F. C. MOORE, 143 Higgins Ave., Winnipeg MR. W. G. CHESTER, Hamilton St., Vancouver

If interested, tear out this page and keep with letters to be answered.

WILT

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS

"Where there's a WILT— there's the Way."

Customer-Satisfaction

Brings Continuous Sales

Nothing builds customer-satisfaction like handling "Quality" goods. It not only means added good-will and prestige, but the satisfied customer returns again and again. He sends his friends—and they send theirs.

When you handle WILT products you handle the acme of quality. Quality insured at each step by the selection of perfect materials; by inspection that includes chemical analysis and research; and by constant, painstaking effort to discover possible improvement.

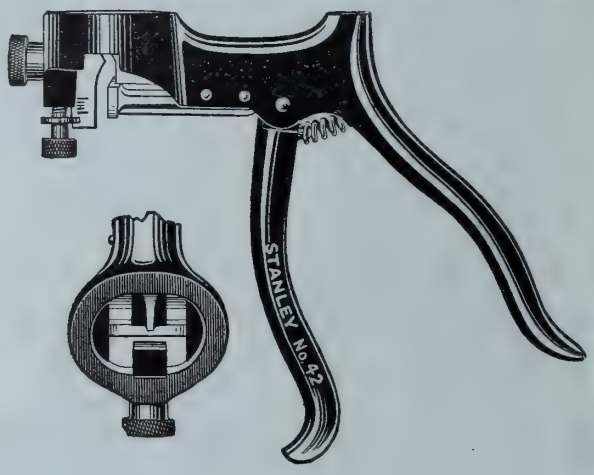
With such quality as this you build business that assures its own growth and success.

Trade WILT Mark

Wilt Twist Drill Company of Canada, Limited

WALKERVILLE - - - ONTARIO

Stanley Tools



STANLEY "PISTOL GRIP" ADJUSTABLE SAW SET No. 42

This Saw Set embodies several unique and important features not heretofore seen in tools of this description.

The shape of the Body and Handle enables the user to operate the tool with great ease and with the least possible exertion, and the saw is held firmly against the gauge while the tool is being set.

It can be readily adjusted by means of the knurled thumb screw to give a greater or less set to the teeth of the saw, according as the saw is to be used for coarse or fine work. As the anvil or part against which the plunger works is graduated, the same adjustment can be easily obtained for duplicate work.

The tool is so designed that the saw teeth are in plain view which enables the user to quickly adjust the tool to the tooth to be set.

The plunger and anvil are made of tool steel—hardened and tempered. All parts are carefully **machined** and are **interchangeable.**

The tool is given a fine black finish.

SEND FOR SPECIAL CIRCULAR

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives :

A. MACFARLANE & CO., Limited, Montreal, P.Q.

If interested, tear out this page and keep with letters to be unswered.

Quality

CONFIDENCE

THE GREATNESS OF BRITAIN IS FOUNDED ON HER INTEGRITY.

HER STRENGTH SHE DERIVES FROM WORLD COMMERCE—HER ENDURANCE FROM CONFIDENCE.

THE WAR TEMPORARILY RETARDED HER CONSTRUCTIVE EFFORTS, BUT THE POWER OF THE CONFIDENCE OF THE PEOPLES OF THE WORLD WILL RESTORE TO HER IN MORE BRILLIANT FORM THE LEADERSHIP SHE HAS JUSTLY EARNED AND PROUDLY HELD.

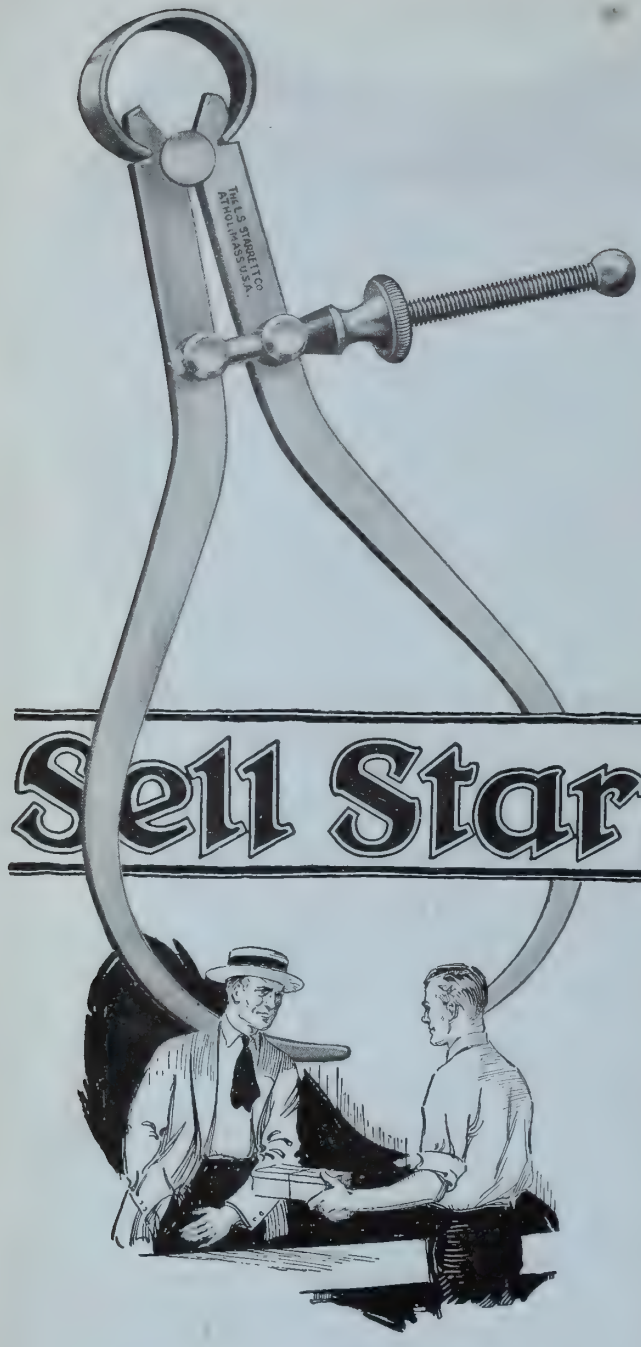
CONFIDENCE IS THE FOUNDATION OF OUR POSITION IN THE WORLD OF IRON AND STEEL—OUR PROGRESS DEPENDS ON IT.

WE HAVE BEEN SUCCESSFUL IN THE PAST—THE FUTURE IS BEFORE US. TO ADVANCE, WE MUST CONTINUE TO MERIT THE CONFIDENCE OF THE BUYERS OF STEEL AND IRON PRODUCTS OF EVERY DESCRIPTION IN CANADA. AND WE ARE DETERMINED TO ADVANCE.

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

Service

If interested, tear out this page and keep with letters to be answered.



The "Why" of Starrett Tool sales

Sell Starrett Tools

Write for free copies of "The Tools Mechanics Buy", the book that helps to sell Starrett Tools.

Every time you sell a mechanic a Starrett Tool, you help him to place his money where it will pay him big returns every working day in the year.

Whenever he needs a new tool, he's almost certain to come back to you for another with the Starrett name on it. Mechanics want an investment, not a speculation, and forty years of experience have taught them that the money they put into Starrett Tools comes back to them many times over.

That accounts for the repeat sales of Starrett Tools—for the constantly growing list of steady customers who rely upon Starrett dealers to supply their tool needs. And backing up these dealers is Starrett national advertising, continually blazing the trail for new business. Both for the men who buy and the men who sell them, Starrett Tools are money earners.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

12

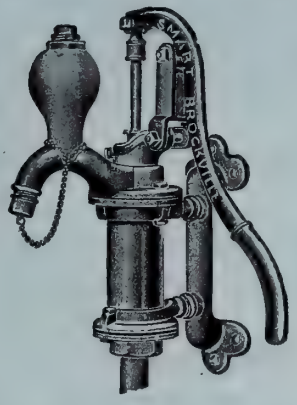
Starrett Hack Saws

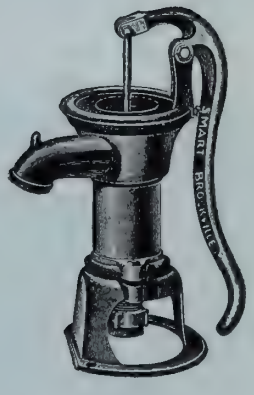
If interested, tear out this page and keep with letters to be answered.

CANADA

FOUNDRIES & FORGINGS

LIMITED





Pumps and Fittings For Every Purpose

PRODUCED AT

JAMES SMART PLANT

BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

JACOBS CHUCKS

---As Advertised

Jacobs Chucks have always fulfilled what has been claimed for them.

Their tested and proven performance has made them the choice of the driller and the preference of the purchaser. Hence their selection as standard equipment by foremost drill makers.

A standard product, widely advertised, makes it imperative for you to handle it. Both for your clients' sake—and your own.

That's why Canadian hardware dealers handling mill supplies have found Jacobs Chucks a most profitable line.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

More Sales With Butterfield Tools

They Satisfy

Sales of a well-known, strongly established product like Butterfield Tools mean much more than the single sale accomplished. Butterfield Tools are marked and a connection is formed between the well satisfied consumer and the store where he bought the satisfaction. He comes back. He buys Butterfield again and again, and his confidence in the store leads to the purchase of other lines.

Butterfield superiority has a multiplying effect on the merchants business.

Butterfield & Co., Division

Union Twist Drill Company

Rock Island, Quebec

FOREIGN REPRESENTATIVES:—Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr., Anderson & Co., Malmo; Spain, Casmitjana, Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.

BUTTERFIELD

If intersted, tear out this page and keep with letters to be answered.

NOVELTY TOYS—For Children

Strongly made, heavy tin Army Tank with clock-work motor. British Navy Monitor, travels on wheels with clock-work motor, side winding.
We have several other good lines in Enamelled and Lithographed Toys—Tops, Drums, Banks, Cups and Plates, Tea-sets, etc.
Ask us also about our other products.

The Thos. Davidson Mfg. Co. Limited

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

Head Office, MONTREAL
Branches: Toronto, Winnipeg
Steel Foundry Division
Lachine Canal, Turcot

DAVIDSON

The average dealer usually carries various types of Cordage, each possibly efficient in its own limited sphere; why isn't it good business to concentrate on the sale of

AERO CORD

which gives superior efficiency for all purposes, thereby reducing stock and eliminating much unnecessary detail work and which will result in a larger percentage of profit.

AERO CORD will give equal satisfaction indoors or out.

If your Jobber cannot supply yo u write us.

THE AERO MFG. CO., Limited

Factory: LENNOXVILLE, QUE. **SHERBROOKE, QUE.**

Western Agents:
THE H. L. PERRY CO., LIMITED
Winnipeg, Man.

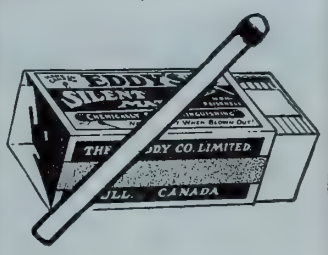
If interested, tear out this page and keep with letters to be answered.

Story for Week Dated July 24, 1920 **Being No. 15 in the Series**

Rocky Roads To Travel On The Eddy Trail To Trade

As a retail merchant you have your deliveries to take care of, and you are probably a judge of horse-flesh. The late Ezra Butler Eddy was a great lover of good horses, about which more may be told later. As you remember, he needed them in his business in 1851, when he took his first matches out by wagon load on the road. The E. B. Eddy Company do a bit of teaming still, and over rough roads too, as you can see in the picture above. This illustrates the bush road to the Du Moine Depot. The wagon and team represent just another little unit in the wide-spread Eddy Company organization. Below are five loyal members of the Eddy Staff whose business it is to know the safest ways over the bumps in that rocky road as part of the work of producing Eddy's Famous "Safe and Silent Five" matches.

Eddy Company Advertising is "Pulling" with You all the Time



He has seventy million brothers

—tomorrow there'll be another 70 million, and the next day, and the day after!

—For that is the daily output of matches at the Eddy factory.

Seventy million! And each one perfect, reliable and satisfactory. *Because they are the best value, insist on* C34

EDDY'S MATCHES

The E. B. EDDY CO., Limited, Hull, Canada
Makers of the famous Indurated Fibreware

If interested tear out this page and place with letters to be answered.

It's the Spark That Moves the Motor

Goliath

"Built for Endurance"

A Quality Plug

THE fitness of the Spark Plug for its work, the ability of the plug to energise the gas mixture completely, developing maximum power at every stroke of the piston, is what determines the measure of engine power and the quick or sluggish response to the Accelerator.

The Goliath Plug "won its spurs" through giving unfailing satisfaction. The shell is of heavy blued steel; firing points are of meteor wire. The porcelain, designed for super-strength at points of greatest strain, is made of the finest Cornish Kaolin hardened to rock-like strength.

For Ford Cars, the Goliath is without an equal.

Canadian General Electric Company, Limited

Head Office - TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria

If interested, tear out this page and keep with letters to be answered.

SOVEREIGN IRONS

SELLING an electric iron may be a commonplace occurrence—but, there are still plenty of housewives who have yet to break away from the traditions of their ancestors, and discard the old sadirons.

To a woman who has never owned an electric iron it is a specialty—and should be sold as such. Selling a "Sovereign" Iron paves the way for a series of sales. In fact, it is a typical C.G.E. electric appliance, in which you can place explicit confidence.

MADE IN CANADA

Canadian General Electric Co., Limited

Head Office: TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested, tear out this page and keep with letters to be answered.

YOUR BEST ASSET.

A SATISFIED CUSTOMER.

SELL HIM

P.H. or IMPERIAL FILES,

AND ASSURE HIM

P H

IMPERIAL

The FASTEST CUTTING, LONGEST WEARING and BEST SELLING Files Made in Canada.

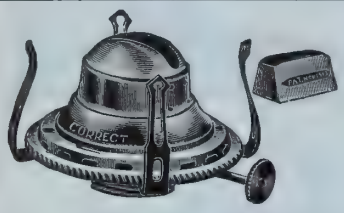
Your Jobber Stocks Them.

BE FILE-WISE.

INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Company, Limited, Sole Distributors,
INGERSOLL, ONTARIO

INGERSOLL



A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)

No. 2 Cold Blast Correct Lamp Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA

Give us your Wholesaler's name and we we will send you a sample

If interested, tear out this page and keep with letters to be answered.

Make Your House a "GTD Tool Center"

TRY to imagine the mingled astonishment and gratification of a worried superintendent if a local jobber's salesman offers a solution of his threading troubles—and makes good.

That would be some "boost" for the jobbing house and—surprising as it may sound to anyone not acquainted with the possibilities in this direction—it is becoming an accomplished fact.

But how is it done?

Many of our far-seeing supply houses are beginning to realize the advantage of having their salesmen educated by GTD Threading Specialists on the merits of the GTD specialties such as the "*Gun*" Tap with its shearing-cut and also the "*Acorn*" Die with its precision adjustment and capacity for increased production.

Wherever a jobber's salesman introduces either of these specialties, he can rest assured that he is establishing the reputation of his house as a GTD Tool Center as his customers naturally connect his firm's name with their threading tool requirements.

Little Giant

WELLS BROS.

Company of Ltd. Galt, Ontario

CANADA

Canadian Plant of the Greenfield Tap & Die Corp

World's Largest Manufacturers of Screw Cutting Tools.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*

Wells Bros. of Canada
Galt, Ontario

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

*Name of person*_____

*Firm*_____

*Address*_____

H & M 212

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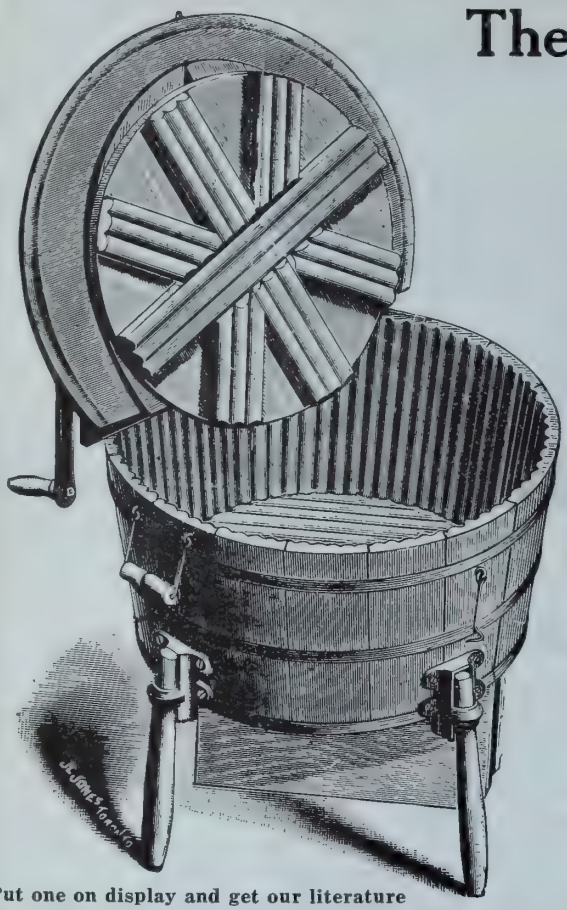


Put one on display and get our literature

The "STEPHENSON" Washing Machine Sells Readily

It requires but a few moments of your time to explain the merits of the Stephenson Water Power Washing Machine—and then the sale is completed. Your customer will have no reason to doubt your statements, because each and every wash day will prove your claims for the "Stephenson" in their entirety.

We urge that you prominently display this washing machine in your store. All details as to prices, sales helps and literature are here for the asking. Write us now. It's in your best interests to do so.

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS
Guelph, Ont.

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LTD.
1070 Homer St., Vancouver

H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

There's Money in Accessories

Here's a List of Quick Sellers

Partridge Tires	Interliners	Blow Out Patches
Patches	Tire Putty	Bumpers
Polishes	Enamel	Speedometers

Batteries—Hart Batteries—the Best Made

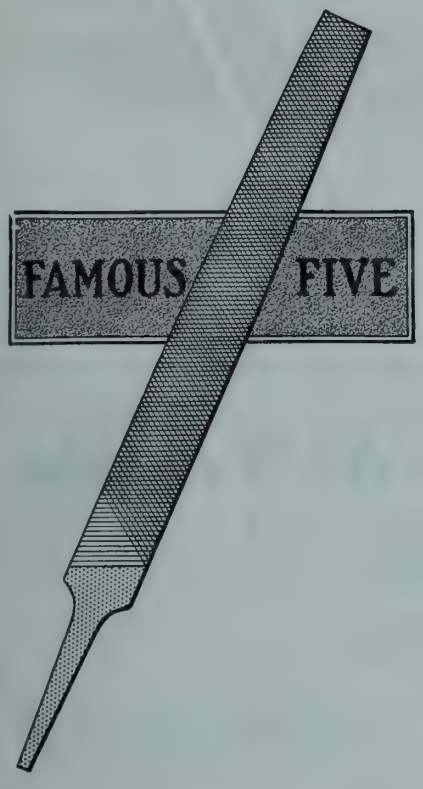
All our accessories have been carefully selected and are the best on the market. Each line is well known to motorists and is a ready seller. Big money is being made by hardware dealers on accessories—see that you get your share of this business. Get prices from us on any line you are short on. Our travellers go your way, see what they have that you need.

Samuel Trees & Co., Limited

Wholesalers of High Grade Automobile Accessories

42 Wellington St. E., Toronto Established 1869

If interested, tear out this page and keep with letters to be answered.



No Quantity Discount on Famous Five Files

It is not necessary to allow quantity discounts to induce heavy buying of The Famous Five brands.

Famous Five Files, recognized as the standard of quality, sell quickly in any quantity at the regular price.

Thus the profit to the dealer mounts in direct proportion to sales.

You can get the Famous Five brands in any quantity from your jobber at short notice.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

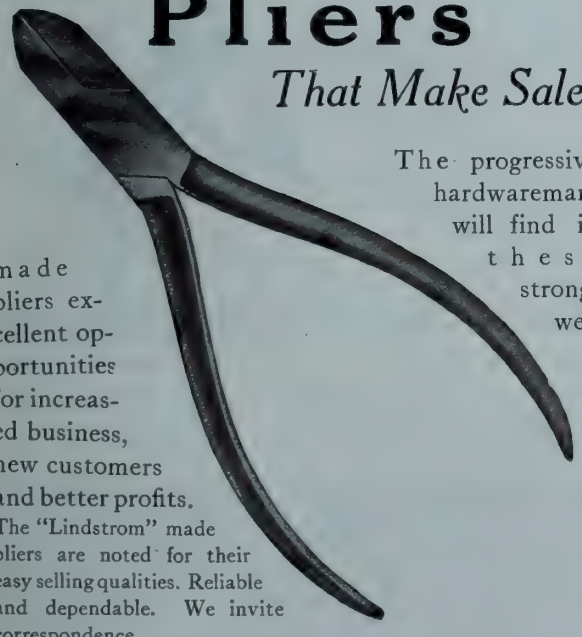
Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO

Pliers

That Make Sales



The progressive hardwareman, will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits.

The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:

F. W. Lamplough & Co.
46 St. Alexander St., Montreal

Manufacturer:

F. E. Lindstrom
SWEDEN

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

If interested, tear out this page and keep with letters to be answered.

MAPLE LEAF SAWS

THE PREMIER

The Premier Leads; others follow
Crescent Ground - Easy Running
Easily Fitted - Racer's Favorite
The fastest cutting Saw made

Repeat Sales assured to every dealer
The Largest ALL CANADIAN Saw Manufacturers
Shurly-Dietrich Co., Ltd.
Ottawa Vancouver Galt

Artistic Bath Room Fixtures

Beautiful Everlasting White Porcelain Enamel

ON SPECIAL IRON

Stronger than China, outwears all Imitation Paint Enamels or Celluloid finishes, at a price within the reach of all.

American Enamel Products Co.
CHICAGO, ILL.

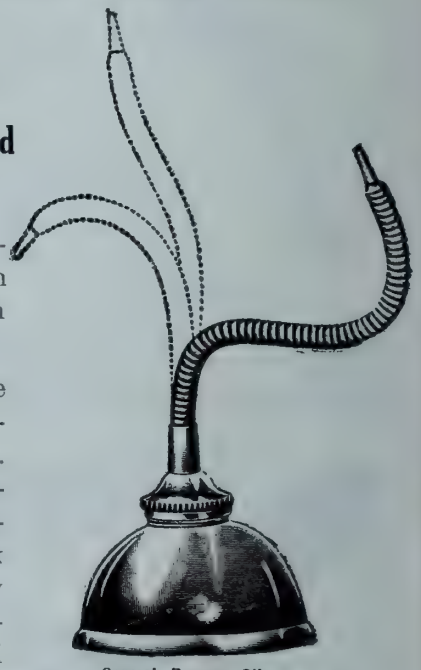
The All-Way Oiler

Saves 50% on Oil Bills

Copper Plated Steel

The flexible, self-cleaning spout can be bent to reach difficult places.

There is no waste of oil when an All-way Oiler is used. Made of copper-plated steel in different sizes. Ask about the All-way Oil Gun, Combination Funnel and Filler, and R. R. Oiler.



General Purpose Oiler
Made with steel spring bottom in three sizes—No. 1, 1-3 pint; No. 2, ½ pint, and No. 3, 1 pint. 7" spout to each.

The All-Way Oiler Mfg. Company
196 King St. W. - Toronto, Ont.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario

If interested, tear out this page and keep with letters to be answered.

From Cold to Hot in 60 Seconds

STACK HEATER

Take note of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

You can sell your prospect with certainty when you show him that this dependable heater will heat water in one minute.

Send for a Stack Heater Display Card.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, Toronto, Ontario

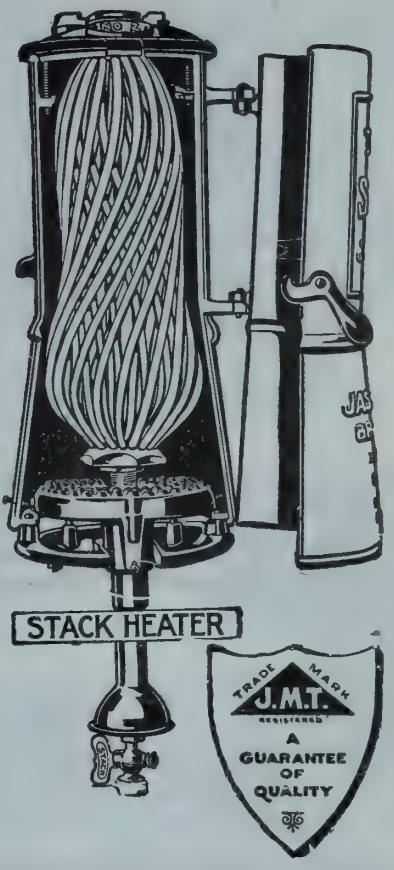


Fig. 117

"McDougall" Well Pumps

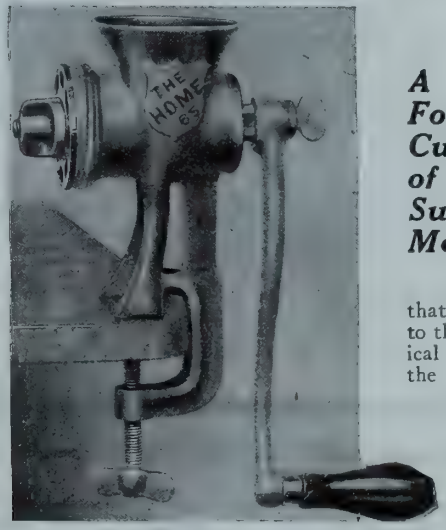
A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada



A Food-Cutter of Superior Merit

that sells easily to the most critical customer—the

Maxwell

"HOME 65"
QUICK—CLEAN—WATER-TIGHT
Open-end cylinder makes it easily cleaned.
Cuts any kind of Food.
Home 65: Family Style. Home 55: A Smaller Model
Made in Canada—Superior to any imported
Write for Proposition.
Maxwells Limited, St. Mary's, Ont.

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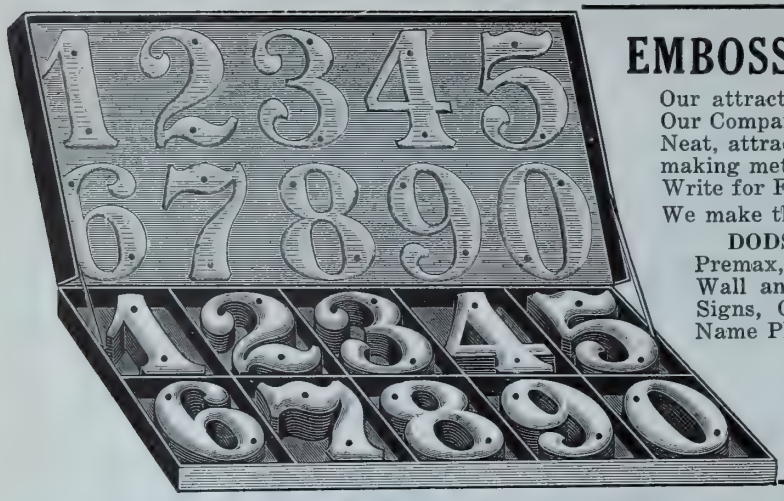

EMBOSSED SHEET METAL FIGURES

Our attractive figures, 8 sizes, 7 finishes, are quick sellers. Our Compartment Box contains 120 figures, 1 dozen each, 0 to 9. Neat, attractive, draws trade. A popular and convenient sales-making method of display for your benefit.
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It's good business to sell **Vol-Peek.** 70% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., **at one-half cent per mend.** Easily applied by hand. Hardens quickly.

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Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

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Small Washers and Burrs
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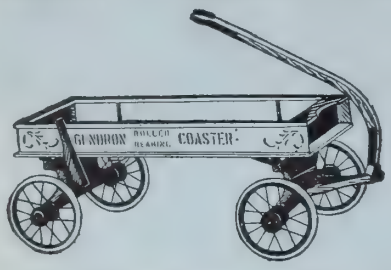

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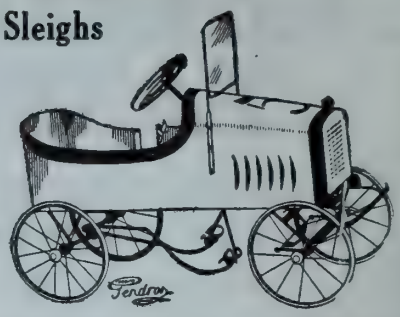

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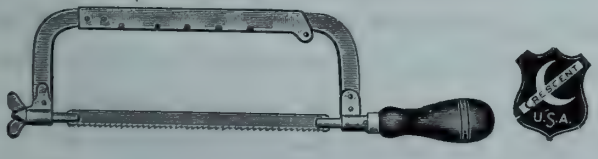

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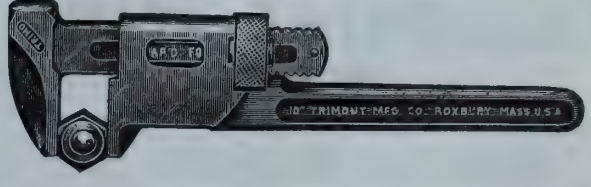

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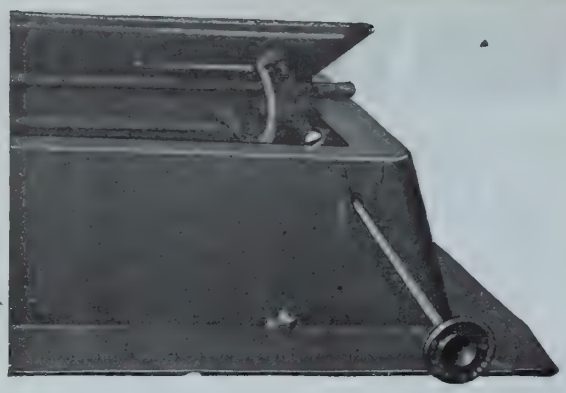

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PUMP RODS—Plain and Galvanized.

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TRADE MARK
CHICAGO SPRING HINGES

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At clubs, hotels, theatres, restaurants, railroad stations, department stores, etc., you'll find Chicago "Triplex" Lavatory Spring Hinges used almost invariably.

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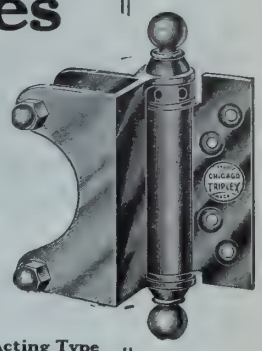

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CHICAGO NEW YORK
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Paper and Cloth

Saves Time and Material

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Prompt Shipments

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Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

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LIMITED
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TORONTO CANADA

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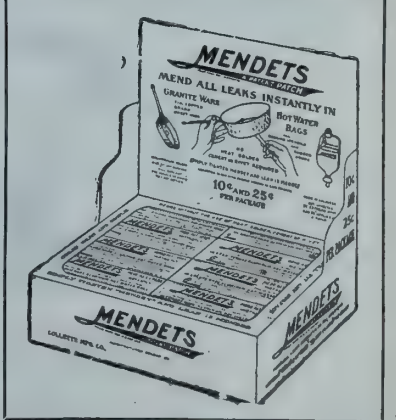
A PATENT PATCH

Mendets are selling wonderfully. Orders pour in as fast as we can fill them. Millions of boxes have been sold. Placed in sight in your window or on your counter, this display case sells them on sight. Mendets occupy little space.

The effective results given by Mendets have created an normous natural demand. An extensive advertising investment has maintained and stimulated this demand everywhere. The easiest sales you ever made. Write your jobber.



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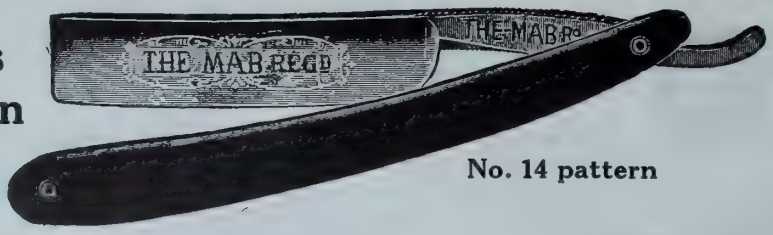
The Famous "MAB" RAZORS

25 years reputation



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Dwarf size for self-shavers

Large size for barbers

"Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

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Made by THE "MAB" CO., Birmingham and Sheffield, England

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Wrought and Steel Plate

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Cut easy, saw fast and stay sharp longer than other brands. They are fully guaranteed. Hardware dealers should get our catalog and prices.

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The L. Martin Co. *Headquarters*

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Hardware Exporters

45, 47 and 49 Main St., off Waterloo St., Glasgow

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FOR THE RETAIL HARDWARE STORE

SELLING

Tents and Camp Equipment

WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO., LIMITED

OTTAWA

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Make Them Stop!

Your store is valuable in proportion to its location. One of your *best* selling forces is your window space—for its power to attract passers-by.

But what are you doing with this most valuable space to stop people—to create interest—and to turn that interest into trade?

A wise dealer makes a striking display with Gillette Safety Razors—a display that will stop men, and convert their already-keen interest into Gillette sales! Such profitable sales warrant the occasional use of the whole window, and there should be a smaller Gillette display at other times. You have the opportunity of a lifetime with the

Gillette Safety Razor

MADE IN CANADA

TRADE Gillette MARK

KNOWN THE WORLD OVER

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, JULY 24, 1920 No. 30

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Cleanliness creates a pleasing atmosphere.

Neat and clean merchandise, well-arranged displays, bright show-cases and an absence of dust, create an atmosphere in your store that makes a favorable impression upon your trade.

Dust and dirt cost you money, not only in the deterioration of your goods but in *loss of trade.* The spick and span type of woman shuns the shop of musty surroundings. Banish dust from your shop and make your store bright and attractive.

IMPERIAL

FLOOR DRESSING

(Standard)

(Formerly "Imperial Standard Floor Dressing.")

is the best ally to wage war on dust. One application cleans and preserves your floor and *prevents the dust from rising.* All dirt and dust which may enter your store is held to the floor so that it may be swept out without contaminating the air. One gallon is sufficient to treat upwards of 700 square feet of floor surface, and one application lasts for months. Imperial Floor Dressing is sold in gallon and four-gallon lithographed sealed cans, half-barrels and barrels.

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IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, JULY 24, 1920 No. 30

Sells Blacksmiths Auto Accessories

Codere & Fils, of Sherbrooke, Que., Value This Trade Highly and Find It Profitable—Blacksmiths Are Now Discriminating Buyers—Proper Display is Great Help

TIME was—and not many years ago at that—when the blacksmith and his methods fitted well into the undying poetry of Longfellow, "Under a Spreading Chestnut Tree the Village Smithy Stands," etc. To-day it is different. There has been a "right-about-face," and the performance of the village or the city blacksmith will require a modern poet to revise the business, if not the sentimental estimate of this worthy artisan, if artisan he still be. For he has budded into a full-fledged mechanic, a worthy prospect for the hardware merchant. The clanging of anvil has given place, in part at least, to the trip-hammer and the powerful chain hoist lifting the heavy casting or axle of the damaged car for examination and treatment. The "shop" has a different air now. A spacious section has been devoted to the overhauling of "Milady's" electric coups of "Tom's" touring car—the blacksmith of yesterday is the garage mechanic of to-day.

ONE AUTO TO EVERY 12 PERSONS IN SASK.

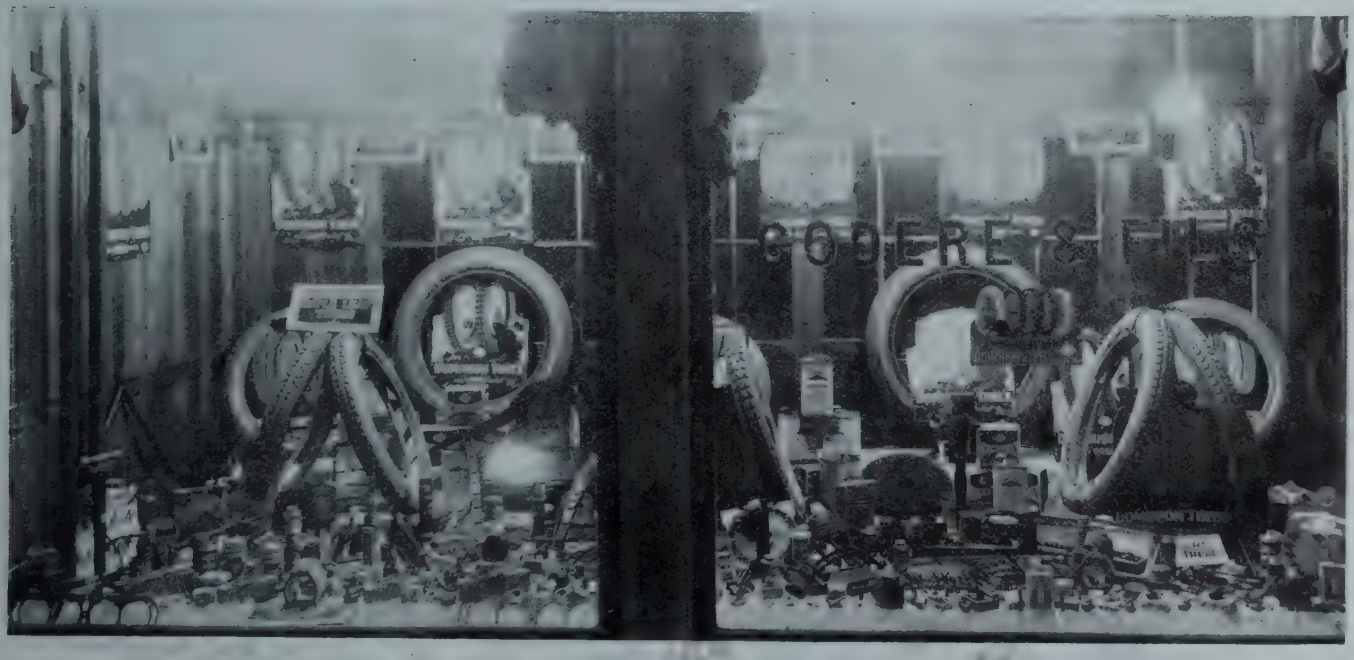
Saskatchewan has a population of 750,000, and about 60,000 automobiles. This is one to every 12 persons, which Hardware & Metal takes as a sign of prosperity. If the prosperity of the last four years has produced that many automobiles, what will the number be if we get a real crop this fall?

According to Charles Codere, buyer for Codere & Fils, Limited, 161 Wellington Street, Sherbrooke, Quebec, the blacksmith is one of the very best customers they have, and he, as a buyer, is becoming an increasing factor daily.

Is Discriminating

"Two years ago," said Mr. Codere to a representative of Hardware and Metal, "we put in auto accessories. The line is developing and we are selling a great many of these goods to blacksmiths. They are splendid customers. When an order comes in—if it be from a blacksmith—we fill it quickly. We never, or very seldom, question it; we prefer, as a matter of fact, to accept this business to that of many other tradesmen."

A somewhat remarkable statement is that, indicating as it does how great and rapid has been the change in the type of customers served by the hardware merchant of to-day. In some communities, if not all, the blacksmith has been looked askance, and because of the fact that he has all too often been a very careless individual regarding settlement of his bills. Careless, perhaps, in the collection of the amounts that have been owing him, it was but natural that those upon whom he depended for his supplies



A window of automobile accessories in Codere & Fils store, Sherbrooke, Que. Tires are one of the chief lines in their accessory trade and it will be noted they are well featured in the display. Pumps, gaskets, springs, oils, tools in kits are also shown prominently. This window will give other dealers some suggestions for an attractive display to secure a share of this summer's business in accessories.

should have to wait unduly for the monthly settlement. Very often three months, and even six, passed before the blacksmith's account was settled. Listen to this:

Take Cash Discounts

"Seventy-five per cent. of these blacksmiths will take their cash discounts. They are good business men, and a far different type of customers than they used to be. The blacksmith has developed good business judgment, is an expert in many cases in repairing automobiles, and dresses up at the close of the day and lives like a gentleman. He realizes, too, that he must charge a good price for his goods. Where he used to charge 12 to 15 cents a pound for his work, made up, he will now charge 40 or 50 cents; he has the money, therefore, to pay his bills with."

These further observations of Mr. Codere are very interesting and revealing. A buyer of horse shoes, iron, nails, borax, a few rasps and farriers' tools, the blacksmith of the years prior to the "teens" of the twentieth century has been superseded by the blacksmith-mechanician of the "teens" and the "twenties." Even for the hardware that should have gone through the local hardware man, many a blacksmith has been a patron of the Supply House, and as such, has been a source of but little revenue to the hardware dealer of his town. That has changed; is changing.

Has Radically Changed

As illustrating the change which has been manifest in the past short while, even in rural Quebec, Mr. Codere had this to say:

"Some years ago, when father was on the road, we would sell enough wagon hardware to finish 400 wagons. The farmers are buying wagons already made, where they used to make them, themselves. This has made a great change in our sales of these special goods. The demand now, for wagon hardware, is a very small one."

In giving publicity to automobile accessories and equipment the Codere Company has made generous use of its windows. These are dressed well, and with a view to getting the prospect interested and of them bringing him inside the store. When accessories are displayed, the windows are given over to such displays entirely, with a consequent deepening of the impression upon the customer.

In connection with this blacksmith patronage, the Codere Company makes it a point to cater to the wishes, as well as to the needs of their blacksmith friends. They wish an interest taken in them, and are as ready to value and appreciate this as is anyone else. And from the remarks of Mr. Codere to Hardware and Metal it is apparent that nothing is permitted to interfere with the service which blacksmiths are entitled to.

It is significant that the growth of the Codere auto accessory department has extended over slightly more than two years.

Prepares for Expansion

In keeping with a policy of progressiveness, the Codere Company recently secured a large area of land adjacent to their premises on Wellington Street. This will afford them additional yard and warehouse space. In time, as circumstances warrant, buildings will be erected on part of this, thus giving proper facilities for handling larger and more complete stocks.

Among important sellers, auto tires are very active. These are stocked in all sizes and are selling increasingly well. Big racks of over-stock are carried in the second storey of this store, while samples are ready for inspection on the main floor, the auto accessories being displayed well toward the front in silent salesmen. A glance at the accompanying photograph will indicate that the very first case of many used on the floor of the store, is filled with accessories of varying type and variety.

A Bird's-Eye View

Within the Codere store, there is an air of spaciousness that enables a customer to walk about without in any sense feeling that he is crowding or being

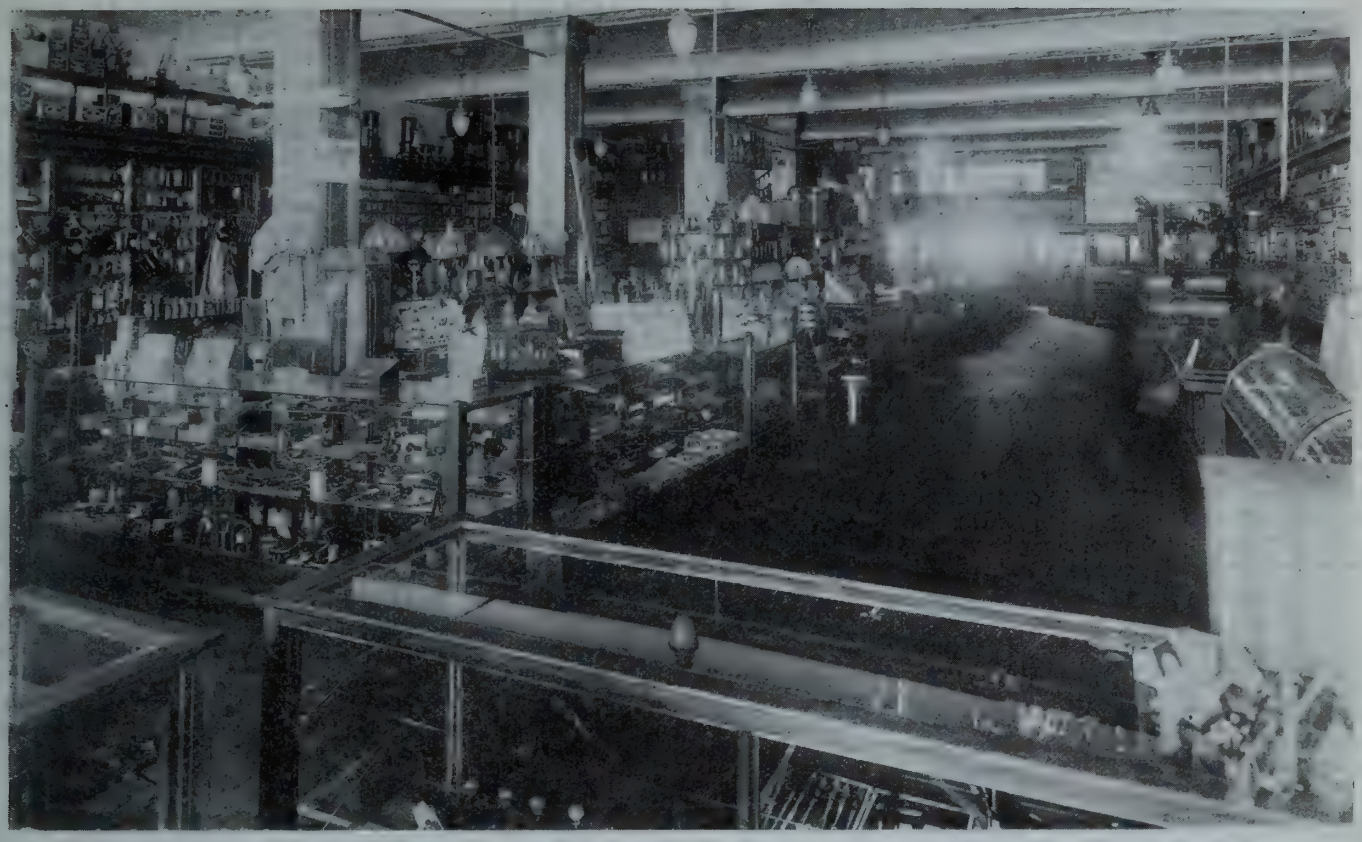
ANTI-GLARE HEADLIGHT LAW ROUNDING INTO SHAPE

The new Ontario Anti-glare Headlight legislation, which was to have been made effective on July 17 or 18, is still being held in abeyance. Enquiry by Hardware and Metal at the office of the Deputy Minister of Highways of Ontario, shortly before going to press, elicited the information that all the department heads are on holidays and the subordinates are still carrying on the examination of various devices for the elimination of headlight glare. It is evident, therefore, that it will be some days yet, and perhaps longer, before the legislation is finally enacted. As soon as possible a complete list of authorized devices will be published for the protection of the trade in Ontario.

How to Figure Out Profit

EXPERIENCE has proven that but few business men have learned to properly figure profit. Remember that 20 per cent. added to the cost does not yield 20 per cent. profit. Profit is properly figured on sales, and to make a 20 per cent. profit you must add 25 per cent. to cost. Keep the following schedule before you and you will find it worth many dollars in the course of a year:

5 per cent. added to cost is 4¾ per cent. profit on profit on selling price.
8½ per cent. added to cost is 7 per cent. profit on selling price.
10 per cent. added to cost is 9 per cent. profit on selling price.
12½ per cent. added to cost is 11⅛ per cent. profit on selling price.
15 per cent. added to cost is 13 per cent. profit on selling price.
16 per cent. added to cost is 14¼ per cent. profit on selling cost.
17½ per cent. added to cost is 15 per cent. profit on selling price.
20 per cent. added to cost is 16 2-3 per cent. profit on selling price.
25 per cent. added to cost is 20 per cent. profit on selling price.
30 per cent. added to cost is 23 per cent. profit on selling price.
33 1-3 per cent. added to cost is 25 per cent. profit on selling price.
35 per cent. added to cost is 26 per cent. profit on selling price.
37½ per cent. added to cost is 27¼ per cent. profit on selling price.
40 per cent. added to cost is 28½ per cent. profit on selling price.
45 per cent. added to cost is 31 per cent. profit on selling price.
50 per cent. added to cost is 33 1-3 per cent. profit on selling price.
55 per cent. added to cost is 35½ per cent. profit on selling price.
60 per cent. added to cost is 37½ per cent. profit on selling price.
65 per cent. added to cost is 39½ per cent. profit on selling price.
66 2-3 per cent. added to cost is 40 per cent. profit on selling price.
70 per cent. added to cost is 41 per cent. profit on selling price.
75 per cent. added to cost is 42 2-3 per cent. profit on selling price.
80 per cent. added to cost is 44½ per cent. profit on selling price.
85 per cent. added to cost is 46 per cent. profit on selling price.
90 per cent. profit added to cost is 47½ per cent. profit on selling price.
100 per cent. added to cost is 50 per cent. profit on selling price.



Automobile accessories are featured in one of the most prominent showcases at the front of the spacious store of Codere & Fils, Sherbrooke, Que., as shown herewith. It will be noted that the best use is made of modern store fixtures for the display of stock in each department. Samples of practically every line are within easy reach and a large and complete stock is available.

crowded. Plenty of room between the cases and counters helps to afford an inviting look, not to say glance, by the customer at the various goods on display. It is always risky to have cases so crowded that only a "Close-Up" view is possible. The impression may not be so vivid and may be partially lost, with a consequent reduction in the number of sales.

The shelf hardware section is effectively "dressed up." Of green fronts, the hundreds of shelf hardware drawers are fitted with neat samples of the several thousands of articles sold, and this display is well looked after by the salesmen. Sales are always easier if a given sample is clean and bright. It pays to spend time in going over the samples to remove dust, etc.

Sporting goods, builders' hardware, electrical goods, cutlery, arms and ammunition are all active sellers, and by carrying generous stocks of these the trade is greatly increased from season to season.

Excellent office accommodation, free ventilation, attached warehouse accommodation, elevators to all floors help in affording the Codere firm an altogether modern hardware plant.

RURAL DEALERS SHOULD GIVE MORE EXPLICIT ADDRESSES

Some hardware wholesale houses are complaining that they are called upon to bear an unnecessary amount of risk in sending out orders to some dealers on rural routes where these dealers are unfamiliar to the wholesalers and they neglect to give retailed information as to their address. In some cases the name of the village or town only will be mentioned, and there is then some confusion as to what rural route the dealer is on. This confusion is multiplied where there may be more than one dealer in the vicinity under the same name, as is often the case. Post Office officials advise Hardware and Metal that their Postmasters are pretty well acquainted with dealers throughout the community which they serve and endeavor to straighten out any such confusion, but it is evident that much unnecessary trouble would be avoided if such dealers give more detailed information as to their location.

Canada Assured of Fuel Supply

New York.—Plans for increased coal car service to Lake Erie ports—the gateways of North-Western States—to prevent all possibility of a winter coal famine were agreed upon at a recent conference here between the Association of Railway Executives and the National Coal Association, the latter representing the bituminous industry.

The adoption of the plan by the Interstate Commerce Commission means," the statement added, "an increased supply with sufficient direction of shipments to insure an adequate coal inflow to Lake Erie ports for transhipment to the North-West States and Canada."

New Ore Treatment May Cut Down Canada's Imports from U.S.

"Satisfactory results have been obtained from the investigations carried out by Prof. Alfred Stansfield of McGill University, Montreal, into the reduction of iron ores by gases at low temperatures and with the electric furnace. This research was assisted by a grant from the Honorary Advisory Council for Scientific and Industrial Research. On some of the findings, the council states, patents have been applied for by permit of the commercial development in Canada of methods which will make the low grade ores of Canada utilizable and of the greatest value," says the Daily Metal Reporter, Chicago.

Iron ore, iron and steel and their products are annually imported into Canada. Low grade ores would render the greater part of this importation unnecessary in the opinion of the council.

Annual Picnic of St. John Hardware Clerks

Held Last Saturday at Fairvale, N.B.—Many Valuable Prizes Contested For—Steps to be Taken to Boost St. John to High Place in Hardware World—Clerks an Important Factor in Local Politics

ST. JOHN, N.B.—One of the biggest picnics of the season was carried out on Saturday last at Fairvale, N.B., under the auspices of the St. John Hardware Clerks' Association and the Fairvale Outing Club. The railway company made a special effort to accommodate the large crowd and added three extra cars. In spite of this every car was crowded with strap hangers. On reaching the grounds the first item was a dive for the lunch counter, which the Fairvale Club had in readiness.

After refreshments the crowd then proceeded to the ball field and settled down to enjoy a game between the St. John Hardware Clerks and the Fairvale Outing Club. The teams were well matched, as the results show: Hardware Clerks 5, Fairvale 3. Photographs of the teams were then taken, and immediately afterwards the sports commenced. In most of the open events the hardware clerks led, owing, perhaps, to the fact that about a thousand supporters had accompanied them from St. John. One of the pleasing features of this big affair was the splendid co-operation of the employers. They were most liberal with donations of prizes. Every hardware merchant in the city came forward with a prize, or several prizes, also merchants in other lines of business were equally generous. Mr. Harry Hart, of Paint & Varnish, Ltd., who was in St. John a few days before the sports took place, was so interested that he donated, on behalf of his firm, a quantity of Floglaze, color to be selected by the winner. The hardware clerks very much appreciated this out-of-town gift.

St. John is a big hardware centre, containing seven large wholesale houses and many retail hardware stores. Taking into consideration the population of the city, St. John is the biggest hardware city in Canada, and the firms the best rated. The employees are aware of this fact, and in the near future are going to make an endeavor to have all the merchants and employees filmed in order to boost the city's importance in the hardware world.

The St. John Hardware Clerks' Association was founded by C. O. Morris, traffic manager for W. H. Thorne & Co., Ltd., in 1919, with the object of promoting co-operation between employers and employees, and goodfellowship between the employees. It has proved to be a big success, and has a large membership. In 1920 the present president was elected, Harry D. Sullivan, who holds an important position with the S. Hayward Co., hardware merchants.

The vice-president, Roy A. Willet, is chief bookkeeper for W. H. Thorne & Co., Ltd., and is well known throughout the Maritime Provinces as a writer.

Mr. Willet writes on topics of the moment in civic affairs. The last civic election in St. John was taken hold of in an active manner by the clerks. The candidates had never spoken in public, nor expressed their views on the various subjects vital to the citizens until the hardware clerks hired the Board of Trade rooms and invited the candidates to address a meeting. A list of subjects had been prepared and each one dealt with. Next morning every St. John newspaper contained an account of the speeches made by the candidates, with the result that every citizen knew the stand every candidate was taking.

It was gratifying to the Association to see the men elected who were the choice of the majority of the members.

NEW TAXES WILL YIELD 100 MILLION A YEAR

The results to date of the new direct taxes imposed by the budget in the form of luxury, excise, turnover and other taxes indicate that they will bring a very substantial addition to Canada's revenues. The prediction that the new taxes would bring $100,000,000 annually promises to be confirmed and the machinery of collection is reported to be working smoothly and satisfactorily.

Lumber Market Bright

Fredericton, N.B.—R. W. McLellan, secretary of the New Brunswick Lumbermen's Association, who has just returned from a trip to Great Britain, says the overseas market offers a bright prospect for Canadian lumber. Ocean freight rates, he said, were lower and there was more tonnage available, whilst the demand is strong and steady.

Explosives Act Has Wide Bearing

Act Now in Operation Affects Manufacturers and Every Dealer in Explosives—Fireworks and Sporting Ammunition Included in Regulations—Dealers Should be Acquainted with Provisions.

THE Explosives Act, now in operation and being administered by the Explosives Division of the Department of Mines, has a wider bearing on the community than is generally realized. Not only manufacturers, but also those who deal in explosives, are affected by its regulations. Fireworks and sporting ammunition are classed as explosives under the Act, though in some regards there are special provisions covering these. No explosive may be imported, stored or manufactured, unless it is classed as "Authorized" explosive by department officials; factories and magazines must be licensed; magazines on mining property come under the inspection of provincial inspectors of mines and are regulated by existing laws.

The quantity of explosive which may be kept by dealers is limited to one hundred and fifty pounds of gunpowder or blasting explosive in a store or twenty-five pounds in a suitable receptacle which may be kept on the premises proper. In each case a larger allowance is made in respect of certain propellants and fireworks and in the case of safety cartridges—which term may be said to comprise all complete cartridges for modern firearms—the limit is certainly in excess of any normal requirements.

The insistence of the observance of these regulations and their development and operation, it is said, are matters which must very largely lie with such authorities. No impracticable conditions, or conditions which should weigh hardly on those concerned, have been imposed, and the officials entrusted with the administration of the act are seeking through co-operation with other bodies in an effort to improve the conditions which in many places leaves considerable room for improvement.

Fire chiefs, it is said, will find the regulations of assistance to them in dealing with the prevention of fires.

Provision has been made for the keeping of explosives by persons engaged in land clearing, mine prospecting, and like work bearing on the development of the country, in quantities in excess of what is allowed in normal circumstances and on the authority of officials of local authorities, justices of the peace, and others. In the case of safety cartridges for the limitation as to quantities are very high and no permits are required for the reimportation. Dealers, however, must keep records of their issues of safety cartridges as well as of any other explosive, except fire works.

The procedure to be followed in most instances by contractors and others who may require to establish temporary magazines has been made as simple as possible consistent with the enforcement of reasonable and practicable precautions.

Interesting Comparison of Hardware Prices

Comparison of Prices on Hardware and Kindred Lines as Between January 1, 1915, and June 1, 1920, Showing Percentage of Increases

AN interesting chart has been prepared and issued by the National Hardware Association of the United States showing a comparison of prices on hardware and kindred lines as between January 1st, 1915, and June 1st, 1920. The comparison is based on prices ruling "at factory," and not "at destination" as the freight advances, inability to secure shipments by freight, necessitating express and parcel post shipments would make accurate figuring of "at destination" prices difficult. This chart will be of interest to hardware dealers throughout Canada as a reference and is, therefore, reproduced herewith:—

	% of Advance
Adjusters—Casement	140
Augers—Carpenter Nut	232
Ship	122
Axes—First quality, Single Bit	135
Balances—Spring No. 20	191
Barrows—Wood Garden	112
Bars—Steel Crow	339
Batteries—Dry Cells No. 6	112
Beams—Scale	198
Bells—Bicycle	90 to 120
Brass Hand	154
Cow	200
Rotary Door, Steel	122
Bicycles—Standard Equipment	49
Bits—Auger, Irwin	70
Snell	166
Expansive, Clark pattern	293
Blocks—Wood Pulley	217
Boards—Stove, Paper-Lined	112
Bobs—Plumb, Iron	133
Boilers—Copper, Wash	162
Bolts—Carriage, small sizes	271
Chain, Antique Copper	122
Eye, Wrought	163
Lag Screws	280
Machine, Large sizes	289
Machine, Small sizes	256
Stove	251
Tire	163
Wrought Steel Barrel, Jap'd	252
Braces—Plain, Common goods	305
Ratchet (good)	161
Brackets—Brass Gas	93
Steel Shelf	273
Buckles—Harness	211
Butts—Brass, Small	138
Cast Bronze	131
Wrought, Ball Tip, Plain	260
Bronze-Plated.	250
Cans—Galvanized Oil, 5 gal.	200
Galvanized Sprinkling	200
Caps—Tin Roofing	237
Carriers—Hay	215
Cartridges—22 Short	107
Casters—Furniture, Roller Bearing	150
Chains—Proof Coil ⅜-inch	158
Sash, Red Metal	230
Sash, Steel	203
Wire Halter	124
Chisels—Socket Firmer	253
Choppers—Enterprise Meat No. 12	181
Universal Food	128
Churns—Ash Dash	112
Clamps—Malleable Carriage	295
Clevises—Malleable	270
Clippers—Toilet, Common	271
Clocks—Alarm	114 to 140
Closers—Liquid Door	96
Cloth—Black Screen Wire	128
Bronze Screen Wire	121
Clothing—Gun, Coats, Vests, etc.	175 to 200
Leather—Sole	78
Lasts and Stands—Cast Iron	156
Cocks—Brass Bibbs	264
Combs—Curry, 8-bar Japanned	200
Coolers—Water (Galvanized Reservoirs)	221
Coppers—Soldering	61
Cord—Cotton Sash	260
Cutlery—Knives and Forks, Common.	184
Knives and Forks, Medium Grade...	116
Cutters—Kraut 2-knife	100
Dampers—Stove Pipe	149
Diggers—Posthole, Iron	128
Dividers—Carpetner	240
Drills—Carbon Twist	120 to 167
Yankee Automatic No. 41	82
Drivers—Screw, Champion	70
Yankee No. 50	100
Elbows—Stove Pipe, 6-in. Corrugated.	171
Enameled Ware—Blue and White	178
Gray	146
Fasteners—Corrugated	177
Faucets—Cedar	105
Perfection Pattern	122
Files—1st Quality	118 to 167
2nd Quality	147
Fittings—Malleable Gas	213
Forks—Coal and Coke	117
Manure, Hay, etc.	92 to 102
Freezers—Ice Cream	93
Glasses—Gauge, Common	250
Grindstones—Mounted	150
Guns and Rifles—Shot, Ithaca Field...	122
Remington Pump	139
Single Barrel..	166
Rifles, Remington No. 12-C	131
Stevens No. 17.	111
Hammers—Ball Pein	256
Nails A. E. No. 32	296
Handles—Agricultural—Fork, Hoe, etc.	267
Axe, Sledge, etc.	140 to 250
Hangers—Barn Door, Hinge Type	100
Parlor Door No. 5	60
Hatchets—1st Quality No. 338	219
Hinges—Strap and T	264
Bommer, Flange	182
Floor	144
Hods—Coal, Galvanized	235
Hooks—Brass Cup	229
Wrought Awning	266
Irons—Asbestos	90
Common Smoothing	208
Mrs. Potts' Sad	199
Wrought Corner	173
Kettles—Copper	105
Copper Nickel-Plated Tea 14 oz...	155
Maslin	212
Sugar, Cast Iron	177
Knives—Carpenter Drawing	181
Ladders—Step (good)	180
Lanterns—Cold Blast	60
Letters and Figures—Steel	201
Levels—No. 0 Stanley	95
No. 36 Iron	121
Lifters—Transom 3 ft.	271
Lines—Clothes, Cotton	254
Tape No. 713	180
Tape Steel No. 243	95
Locks—Cabinet, Common line	135
Door: Rim 4¼-in. with knobs...	243
Mortise Sets, Steel-Plated.	232
Front Door Set on Steel...	137
Front Door Set on Bronze.	180
Ft. Door Set on Bronze Cyl.	154
Padlocks: Common grade	222
Medium grade	185
Yale No. 805	197
Sash, Common grade	113
Yale Latches No. 2	134
Machines—Washing, high-speed	140
Mattocks	251
Mops—Cotton	135
Mowers—Lawn, Common grade	137
High-grade Ball-bearing	55
Nails—Wire	117
This advance is based on old classification card and prices as named by the American Steel & Wire Company. Other manufacturers' prices to-day as compared with January 1, 1915, show an advance of	183
Cut	287
Wire Brads	78
Horse Shoe, common grade	129
Brass Furniture	210
Hob	183
Wire Shoe	22
Netting—Galvanized Poultry	117
Galvanized Hardware Cloth	119
Pads—Sweat No. 63-N	211
Pails—Galvanized 12 qt.	223
Tin Flaring	190
Pans—Dish IX	180
Sheet Iron Dripping	208
Paper—Emery Cloth	484
Flint B & A	118
Kraft Hardware	167
Roofing, Rubber type	159
Tarred	252
Sheathing, Red	231
Percolators—Universal line	73
Picks—Clay and Railroad	251
Pipe—Nested Stove	134
Planes—Iron Bench	215
Pliers—Lineman, Side Cutter	145
Plows—Garden, common	73
Pots—Nickel-Plated Copper Tea and Coffee	150
Pulleys—Awning, Screw, etc.	260
Iron Hay	180
Pumps—Pitcher Spout	192
Punches—Revolving Spring 4-tube	233
Rakes—Garden, Malleable	130
Registers—Hot Air	165
Revolvers—Colt Automatic 25 cal.	81
Colt Police Positive Special	138
H. & R. Hammerless	150
Johnson Hammerless	152
Riddles—Grain	275
Rifles—Air	72
Rings—Cast Flue	216
Roasters—Savory	80
Rope—Manila, best grade	157
Sisal	138
Rules—Boxwood No. 62	131
Zig-Zag No. 106	96
Zig-Zag No. 853	126
Rivets—Copper Belt	110
Wagon and Tinner	275
Saws—Crosscut, Wide	104
Hand, Disston No. 16	95
Wood, good	140
Scales—Family 24 lb.	217
Screens—Doors No. 288	233
Windows No. 2433	207
Screws—Iron Bench	164
Jack	175
Wood, F. H. Bright	218
Scythes—Grass	140
Sets—Saw, Taintor	110
Shears and Scissors	average 115
Shells—Loaded	39
Shoes—Horse	80
Shot—Drop, Air Rifle	90
Shovels—4th grade Polished	177
Fire	average 185
Sinks—White Enameled	184
Skates—Ice, common grade	470
Skillets—Iron, Common	133
High grade	212
Sledges—Stone, Striking, etc.	135
Snaps—Malleable Harness	227
Snips—Tinner, Wiss	146
Springs—Common Seat	178
Squares—Carpenter No. 3	393
Try No. 20	222
Staples—Common Wrought	159
Fence, Galvanized	116
Polished	127
Steel—Tool, Crucible	161
Stocks and Dies—Armstrong	136
Sweepers—Carpet, Grand Rapids	90
Stuffers—Sausage, Enterprise	172
Tacks—Cut, Carpet, etc.	average 200
Ties—Rope Cattle	200
Tinware—Regular line	180 to 211
Drinking Cups, 1 pt.	259
Tools—Cement Worker	177
Trowels—Rose, Brick	60
Tubs—Galvanized	218
Tubing—C I Gas	81
Turns—Cupboard: Plated on Iron	178
Plated on Steel	160
Twine—Cotton	423
Hemp	238
Valves—Common Globe	162
Velocipedes—Rubber Tire	66 2-3
Vises—Oval Slide	208
Jersey	139
Washboards—Brass	228
Washers—Wrought	110
Watches—Common grade	100
Wedges—Wood, common	270
Weights—Sash	233
Wheels—Well	188
Whips—Buggy	100
Wire—Fence, Annealed Plain	131
Barbed	123
Galvanized Plain	118
Picture	321
Wire Goods—Screw Eyes, Hooks, etc..	255
Wrenches—Westcott	87
Stillson	108
Coes K. H.	205
Agricultural	248
Wringers—Clothes, Ball Bearing	80

EDITORIAL COMMENT

"ANOTHER OCTOPUS IN THE TOILS"

UNDER the heading "Another Octopus in the Toils," a report in "Hardware Age" states: "Another big mail-order house, this time Montgomery, Ward & Co., has been made the subject of a formal complaint of unfair competition.

"The respondents in this case are called upon to answer charges of false representations in its catalog concerning liquid roofing cement. This article was advertised as 'containing no coal tar' when, according the the Commission, 'the company well knew such cement did contain coal tar.'

"After haling the representatives of the company before it, the Commission decided that it had no case, and thereupon issued the following bulletin:

"The trial of the case developed that the company practises a method of competition in interstate commerce generally known as the 'cumulative quantity discount,' that is to say, deducts from the price of goods purchased from it, a discount rate established by it upon condition that such purchaser shall have bought within a given period a certain quantity of goods, which method of competition was alleged in the Commission's complaint to have the intent and tendency of an exclusive dealing contract. It appears in this case that the company confined its calculations of the quantity discount allowances to periods not in excess of one calendar month, and that, therefore, the tendency of such practice to create an exclusive dealing relationship and to restrict competition is negligible.

"The complaint was dismissed upon the foregoing facts, without prejudice to the right of the Commission to rule against the cumulative quantity discount principle when applied to a different state of facts."

LINSEED CRUSHERS CLAIM GOVERNMENT HAS NOT STUCK TO FACTS

WITH further reference to the suit against the linseed crushers of the United States, as outlined in July 17 issue of Hardware and Metal, the crushers now claim that the Government has not clung very closely to stated facts and failed to state other facts in its bill of complaint filed against them under the Sherman Anti-Trust Law.

It is cited that the complaint says linseed oil sold in October, 1916, for 50 cents, when the records show the lowest point was 70 cents and the highest 90 cents in car lots. The complaint charges that in 1918 the price had increased to $1.80 and it is cited that the records show the price ranged from $1.50 to $1.81.

The crushers point to the fact that flax seed in October, 1916, brought $2.45 to $2.70 per bushel and that in October, 1918, the price was $3.50 to $4.10. A market letter sent out by the Archer-Daniels Linseed Co., after calling attention to these figures, says:

> "Working cost is made up of cost of labor and supplies. In 1916 we figured working cost 15 to 20 cents per bushel; in 1918, 60 to 70 cents per bushel.
>
> "Before the war there was no association of linseed crushers. During the war Government officials requested that an association be formed. This association acts the same as a board of trade or chamber of commerce in furnishing to anyone prevailing prices.
>
> "Naturally, prices only can be named on past transactions. There is no agreement either to maintain, advance or reduce prices or to do anything in opposition to the Sherman Act or any other law. It is difficult at times to explain the changes in linseed oil values. In London on June 29th linseed oil was quoted 81 per 112 lbs., six days previous 75-6 per 112 lbs., and during this time no change in La Plate linseed. At the moment domestic linseed oil for September forward can be purchased for 6 to 8 cents per gallon less than English oil. For many months during our great scarcity foreign oil was being offered at much under our cost. Its quality at times is questionable and the buyer may have to accept a three per cent. loss in weights.
>
> "It is unfortunate that many of our industries are put to great expense by the action of Government officials, caused frequently by statements made by persons not well informed. Before the war Germany's wonderful commercial progress which caused prosperity to everyone was mainly the result of the Government's efforts to assist German industries in every possible way.

Convention of Maritime Wholesalers

Much Business Important to Lower Provinces Hardware Trade Taken Up in Two-day Convention—Representative Gathering of Association Members and Manufacturers' Representatives

DIGBY, N.S. — The 22nd annual convention of the Maritime Wholesalers' Hardware Association recently held at The Pines, Digby, N.S., was one of the most successful and enjoyable gatherings in the history of the association. The Pines is a beautiful spot and is particularly suitable for these meetings on account of its central location, and being within easy reach of all the Maritime wholesale centres. Many of the delegates were accompanied by their wives. In addition to the representatives of the wholesale houses a number of manufacturers had representatives in attendance, which added much to the interest and helpfulness of the general sessions.

A large amount of business affecting the lower provinces was taken up in the two days of the convention, and a general discussion took place on the new taxes. Following are a list of delegates who attended and a list of officers elected for the year 1920-21:

Association Members in Attendance

R. P. Dickson, retiring president, Sumner Company Ltd., Moncton, N.B.; I. L. Crowell, Wm. Robertson & Son, Halifax, N.S.; J. R. Simmonds, Jas. Simmonds Ltd., Halifax, N.S.; W. H. T. Spinney, E. K. Spinney Ltd., Yarmouth, N.S.; George Bishop, McClary Mfg. Company, St. John, N.B.; H. N. Stevens, Douglas & Co., Ltd., Amherst, N.S. Above accompanied by wives. P. D. McAvity, T. McAvity & Sons, Ltd., St. John, N.B.; W. G. Stratton, T. McAvity & Sons, Ltd., St. John, N.B.; J. F. Tilton, W. H. Thorne & Co., Ltd., St. John, N.B.; R. M. Bartsch, S. Hayward Co., Ltd., St. John, N.B.; H. W. Emerson, Emerson & Fisher, Ltd., St. John, N.B.; A. W. Morton, A. M. Bell & Co., Ltd., Halifax, N.S.; Jas. R. Grant, A. J. Grant & Co., Halifax, N.S.; Geo. J. Metzler, Wm. Stairs, Son & Morrow, Halifax, N.S.; M. O. Crowell, Crowell Bros., Halifax, N.S.; O. R. Crowell, Crowell Bros., Halifax, N.S.; Frank Sutherland, Thompson & Sutherland, New Glasgow, N.S.; Miss T. M. Kyle, secretary, Sumner Co., Ltd., Moncton, N.B.

Guests in Attendance

C. E. Heustis, Mann Axe & Tool Co., St. Stephen, N.B.; G. F. A. Anderson, T. S. Simms & Co., Ltd., St. John, N.B.; G. W. Campbell, G. Wilford Campbell & Son, St. John, N.B. Above accompanied by wives.

W. E. Bell, Henry Disston & Sons, Toronto, Ont.; L. M. Farquhar, Steel Co. of Canada, Montreal; G. M. Johnson, Jas. Pender & Co., St. John, N.B.; W. P. Walsh, Martin-Senour Co., Ltd., Halifax, N.S.; J. H. Ward, Gillette Safety Razor Co., Montreal; George Helliar, Brandram-Henderson Ltd., Halifax; A. E. Pay, The Barrett Co., St. John, N.B.; D. R. Fowler, W. T. R. Irving, Canada Foundries & Forgings, Ltd., Brockville, Ont.; H. W. Ferry, Sargent & Company, Boston, Mass.; Wm. Downing, Sherwin-Williams Co., St. John, N.B.; Mr. Blenkhorn, Blenkhorn & Sons, Canning, N.S.; Mr. Coates, Henry Disston & Sons, Toronto, Ont.; Miss Constance Campbell, St. John, N.B.; Miss Mollie Stevens, Amherst, N.S.; Miss Spinney, Yarmouth, N.S.

Officers for 1920-1921

President, I. L. Crowell, Wm. Robertson & Son, Halifax; vice-president, W. G. Stratton, T. McAvity & Sons, St. John; Nova Scotia Executive Committee: A. W. Morton, A. M. Bell & Co., Ltd., Halifax; J. R. Simmonds, Jas. Simmonds Ltd., Halifax; H. N. Stevens, Douglas & Co., Ltd., Amherst. New Brunswick Executive Committee: J. F. Tilton, W. H. Thorne & Co., St. John; H. W. Emerson, Emerson & Fisher, Ltd., St. John; R. M. Bartsch, S. Hayward Co., Ltd., St. John.

60th Anniversary of Thos. Davidson Manufacturing Co.

The Thos. Davidson Manufacturing Company, Limited, has just attained the sixtieth anniversary of its growth. Sixty years ago, the late Thos. Davidson laid the foundation of the business still conducted under his name at Montreal.

On the 31st of March, 1860, the late Thos. Davidson was presented with a letter by those who had been associated with him for many years, expressing their high regard for him on the occasion of his leaving the employ of Wm. Darling & Co., to organize his own business in the Crystal Block, a few doors west of St. Lawrence Main Street.

While wholesale business in Montreal has been conducted very largely in a different section of the city in more recent years, at that time a number of important firms were located in the same block, including Savage & Lyman, Rice Sharpley, John Henderson & Co., Lamplough & Campbell.

In those early days, manufacturing was of a limited nature although a press was installed, this being supplied by predecessors of the E. W. Bliss Co. Most of the goods sold at that time, however, were bought from Lalance & Grosjean, New York, two young men who had come over from Jappy & Frere, Paris, France. It is also interesting to note that both of these firms are still in existence, and among the largest of their kind in the world.

In 1864 a partnership was formed by Mr. Davidson with the late Robert Kerr, and premises were secured on Hospital Street, the upper flats extending to St. John Street, the site occupied now by the 10-storey Lewis Building.

About the year 1867 the present site was bought in St. Henry, and at that time this was quite out in the fields. This section of the district was then known as the Village of St. Henry, and this was afterwards divided into St. Cunegonde and St. Henry, both separate cities at that time, but since taken into the City of Montreal. Adjoining properties were purchased from time to time, comprising at present four city blocks.

In the year 1894 a Quebec charter was secured, and in 1911 a Dominion charter. This naturally was the outcome of great expansion of the business from a manufacturing standpoint.

The late Thomas Davidson, founder of the business, died April 23rd, 1894.

BIG INCREASE IN CANADA'S TRADE WITH ITALY IN HARDWARE AND METALS

Canada's trade with Italy for the year 1919, figures for which have just been issued, amounted to $19,130,079 in value, being almost three times the value of Canadian exports to Italy for the corresponding period of 1918 and much larger than in any year past. It is therefore interesting to note what channels of trade with Italy are being chiefly developed. Among the largest exports to Italy during the year 1919 were locomotives, brass rods, sheets and tubing, hardware, metal, asbestos and mineral wax. The total value of Canadian exports to Italy of iron and its products, including agricultural implements, locomotive and parts, hardware, machinery, tubing, vehicles, tools, etc., was $2,931,603. Non-ferrous metals and their products to the value of $33,387 were exported, and non-metallic minerals, such as asbestos, coal, carbon, etc., to the value of $425,233.

EVENTS IN THE TRADE

Business Changes

Tisdale, Sask.—C. F. Peterson, hardware, has sold out his business.

Swan Lake, Man.—A. E. Downey, hardware merchant, has been succeeded by Victor De Roo.

Canada Foundries & Forgings Co. Deal

A special general meeting of the shareholders of Canada Foundries & Forgings was held at Brockville on July 24 to act upon a by-law by the directors, authorizing the purchase of the business undertaking of the Mann Axe & Tool Company of St. Stephen, N.B., and the sale thereof to the Mann Axe Company, Limited, of the same place.

Pioneer Manufacturer Dead in St. Catharines

St. Catharines. — Reece McKinley, pioneer wheel and spoke manufacturer, died last week, aged 90 years. When the Chapin wheel manufacturing concern moved to Chatham some years ago he went with it, retiring about eight years ago and returning to this city. He is survived by one daughter in this city and one son, George, representative of the Standard Oil Company in London, Eng., and secretary of the American reception committee in London.

Munitions Plant Sold

The Universal Tool Steel Company has disposed of its property and machine shop on the east side of Dufferin street, north of the Exhibition grounds, Toronto, for $155,000 to a United States firm. The lot has a frontage of 258 feet 11 inches and a depth of 300 feet. The large machine shop on the property was used during the war for the manufacture of munitions.

New Ass't for Captain Edwards

Montreal.—Lieutenant A. M. Wiseman (Military Cross) has joined the Montreal staff of the British Trade Commission for Canada and Newfoundland, and will be the first assistant to Captain Edwards, the senior British Trade Commissioner in Canada and Newfoundland.

Lieutenant Wiseman entered the service of the Board of Trade in London after the close of the war and his services there in connection with the London Board of Trade fitted him for the new duties he will perform at Montreal. The work devolving upon Captain Edwards has been increasing of late, necessitating an increase in the staff.

Can Manufacturer Loses Manager

Montreal.—G. A. Willis, who has been Toronto manager for the A. R. Whittall Can Co., Ltd., since the opening of their branch there about six months ago, is dead. The late Mr. Willis was a Toronto man and succumbed after an illness of bettween two and three weeks. A successor has not yet been appointed.

Autostrop Safety Razor Company Outing

The annual employees' picnic of the Auto-Strop Safety Razor Co., Limited, was held at Wabasso Park, on Saturday, July 3. About one hundred and fifty or more of the employees and their families, including Mr. N. R. Maas of the New York office, took advantage of the fine day to enjoy a most delightful lake trip. A programme of games was run off in the Park. All of the events were keenly contested and resulted in some close and exciting finishes. At noon a full-course dinner was served in the pavilion, while a supper and dance in the pavilion in the evening brought a most enjoyable day to a close.

Jenkins Bros., Ltd., Staff Entertains

Some 400 employees and invited guests made merry on the occasion of the recent opening of the new Iron Valve Plant, at Montreal, of Jenkins Bros., Limited. An entertainment was arranged and carried out in the new building, selected decorations adorning the walls.

An announcement was made by the managing director of the company, W. S. Trimble, regarding the inauguration of a group insurance system for the benefit of employees, and also a pension plan, which was most warmly applauded by the employees. Dancing and card playing were indulged in for the greater part of the evening, the Grenadier Guards band being in attendance.

Jenkins Bros., Ltd., Extend Plant

Montreal.—A new machine shop for the Iron Valve Division of Jenkins Brothers, Limited, Montreal, has recently been completed. This covers a considerable area and will afford 16,000 sq. ft. of additional floor space.

The management informs Hardware & Metal that the new facilities will afford the company enlarged facilities for the execution of orders. The company established in Canada in 1906, and is a branch of the parent industry operating in the United States.

I.C.C. Has Jurisdiction Over Canadian Metal Shipments

The Interstate Commerce Commission of the United States has decided that it has jurisdiction over rates from the border on material shipped from Canada to points in the United States. The matter came up on the question of rates on blister copper shipped by the International Nickel Company from Colborne, Canada, to Bayonne, N. J.

Rate charged was 35 cents per 100 pounds; the Nickel company held that a rate of 23½ cents per 100 pounds was the proper rate.

The question of jurisdiction was raised by the Central Railroad of New Jersey. In deciding it had jurisdiction, the commission takes the case and will hear later evidence on the reasonableness of the rate charged.

Annual Meeting of Accessories Branch of N.H.A.

The third annual meeting and exhibition of the Accessories branch of the National Hardware Association of the U. S., will be held in the Coliseum, St. Louis, Tuesday, Wednesday, Thursday and Friday, November 30th, December 1st, 2nd and 3rd. The business sessions of the meeting as well as the exhibition will be held in the Coliseum, which has ample accommodations for the display of the products of associate members. Each associate member will be allotted, without charge, a booth for the display of such accessories, supplies or equipment as would be of interest to those in attendance.

Toronto Hardware Picnic to Long Branch Park

The 5th annual picnic of the Toronto Hardware Merchants and Travellers will be held at Long Branch Park, on Wednesday, July 28. Automobiles will leave Sunnyside at 2 p.m. Special radial cars also leave Sunnyside at 2 p.m. Officials in charge are as follows: J. C. McFadden, chairman; John Caslor, treasurer; F. R. Jackson, W. Cotton, W. Platt, J. Buscombe, O. F. Morrison, secretary. A long list of events has been planned to make the day an interesting one, and some splendid prizes will be given to the winners. Dancing will be held in the pavilion in the evening, commencing at 8.30 p.m.

Varnishes May Be Advanced

Montreal.—In discussing the varnish outlook with W. W. Ingersoll, vice-president and secretary of the Dougall Varnish Company Limited, Montreal, he stated to Hardware and Metal that the tendencies were very strong on this commodity.

"The situation on gums is as bad as ever," said Mr. Ingersoll. There is a lack of supplies all around, and prices are away up. Labor in the primary market is one of the difficult problems at the present time. The freight situation makes the matter difficult and very little gum is arriving on this market."

Containers are Scarce

The container situation is not a promising one at the present time, Mr. Ingersoll states, and supplies are very hard to obtain. Doubtless, were it not for the foresight and early buying in advance on the part of the manufacturer, it would be very difficult to make deliveries of varnish at the present time.

With regard to business conditions generally, Mr. Ingersoll reports that the demand for varnishes from all parts of the country is very heavy and the outlook is most promising.

Costs More to Handle Scrap

Montreal—In discussing the old scrap metal situation with a large operator in Montreal this week, he pointed out one of the great difficulties which may not be generally understood.

"It now costs us $5 to $6 per ton to handle this old scrap, where it used to cost us from 75 cents to $1. Owing to this high cost of labor quite a change has been brought about in handling this old material, and mixed cars of old scrap have been sent in from country dealers. This makes the situation more difficult to fill, as, in handling a straight car of one line of old scrap, the labor-handling is reduced very much. With a mixed carload of old material the cost of handling it is very much greater, and when buying in that way prices cannot be paid that are paid for the straight cars of one line."

The present situation is rather uncertain, mills not buying extensively in Canada. In the United States there has been a great deal of activity lately with prices somewhat higher, while a declining market has been manifest in Canadian trade circles owing to the limited demand on the part of manufacturers.

Celebrates 84th Birthday in Modern Fashion

Leroy S. Starrett, president of The L. S. Starrett Company of Athol, Mass., recently celebrated his 84th birthday by a "trip to the clouds" at St. Petersburg, Florida.

Canadian Metal Duty and Tax Cause of Speculation

"Considerable interest is being manifested in the new Canadian duty and taxes on metals with regard to its ultimate effect upon the metal business in that country and the exports to the Dominion from this country," says the Daily Metal Reporter, of Chicago. With a duty of 1½ per cent. per pound and 2 per cent. turnover tax payable by the Canadian consumer upon the arrival of coppr at the border, it is to be expected that the price will rule higher there than in the United States.

"The new ruling which was made by the Inland Revenue Department of Canada will affect many metal dealers' as the majority conduct a retail business which brings them under the terms of teh ruling which imposes a 2 per cent. sales tax added on purchases from manufacturers or importers.

"A ruling has also been handed down providing that all sales of scrap metal by dealers to consumers shall be subject to a one per cent. sales tax.

Rumor British Interests Seek to Control American Linseed Co.

New York.—According to reports in circulation here the continued strength of the activity of American Linseed Co. shares is due to the belief that the plan for the purchase of a controlling interest in the American company by British interests will be announced in a very short time.

President R. H. Adams has sailed for Europe, it is understood, for the purpose of conducting the negotiations through which a substantial portion of the linseed company will pass to British hands. The terms of the deal, it is said, have not been decided on, but it is understood that the plans have progressed to the point where there is little likelihood of a hitch.

Lord Leverhulme is reported to be at the head of the British group which is seeking to get hold of the company.

Car Supply Still Regulates Steel Operations

"Day to day car supply still regulates iron and steel operations," says The Iron Trade Review. "As this represents a widely fluctuating factor, producers are hard pressed to keep their plants on a steady manufacturing basis. In many respects the situation grows worse each week because of the cumulative effects of the continuing partial stagnation. Extension for 30 days from July 31 of the open top car order by the Interstate Commerce Commission promises to prolong the transportation troubles of the industry. However, the worst features of the original order for the iron and steel industdy have been modified by an amended ruling by the commission that top cars are not meant to include equipment of sides up to 36 inches. Because of the demoralized conditions of traffic during the past few weeks, rolling schedules virtually have been discarded by various mills. Present operations are being governed by the way the material admits of piling or consumers consent to its being put on the yards for indefinite delivery. Every effort is being made to minimize the possibility of cancellations because of non-delivery.

Metal Trades Raise Pay 20 Cents a Day

VICTORIA. — Making its quarterly wage adjustment under a system adopted following the expiration of the Robertson agreement, the Metal Trades Employers' Association of British Columbia announces a wage increase of twenty cents a day. The last increase, made three months ago, was twenty-six cents. The awards are based on the cost of living figures given in the Labor Gazette.

Canada's Steel Needed in England

Sheffield steel makers have decided to advance the price of basic billets 30s. per ton, making soft basic billets £24 and hard basic £25 per ton delivered. These are the highest prices for basic billets ever recorded. Just before the outbreak of war hard basic was quoted £5 5s. to £5 10s. and soft basic £4 15s. per ton. The prices are not firm, all sales still being made subject to the condition that the price to be paid is that which prevails on the day of delivery. One cause of the increase is an advance of £1 per ton in pig iron, the production of which is below the requirements of users.

British steel makers, writes a Sheffield correspondent, hope to find a solution of the troubles associated with short supplies of raw and semi-manufactured material by entering into the alliance already announced, with leading Canadian concerns. It is hoped that by the harnessing of British knowledge of steel-making with the enormous natural and mechanical resources of Canada, the British Empire may be able to oust Germany permanently from the position of being the second largest steel producer of the world.

Germany has already yielded the position to Great Britain, a necessity forced upon her by the fact that, owing to internal troubles, her steel plant is working at only half capacity. The United States still leads as a producer of steel.

Cement Shortage Hampers Building

Hamilton.—Builders are complaining that operations are being held up for a lack of cement. Owing to the car shortage, very little cement is being shipped. The Government will be asked to take some action to improve conditions.

Twenty-Sixth Annual Convention of N.H.A.

The twenty-sixth annual convention of the National Hardware Association of the United States will be held Tuesday, Wednesday, Thursday, Friday, October 19th, 20th, 21st, and 22nd, at the Marlborough-Blenheim, Atlantic City, N. J.

NEWS OF WESTERN CANADA

Turpentine Production in British Columbia

As Viewed by a Writer—Almost Two-Thirds of Forests Have Been Felled—Consumption Four Times Greater Than Ten Years Ago

F. A. O'FARRELL, writing from Aberdeen, Wash., for the "Province" of Vancouver, B.C., on the subject of turpentine production in the North-west, states:

"It is from the spruce that the wings of aircraft get their best material. It is from the Douglas fir thus grown beside the sea that the best turpentine is collected. Fully $100 worth of turpentine and rosin can be collected from an acre of fir trees annually by the simple device of tapping the sap, as the maple tree is tapped for sugar, and fir is helped and not hurt by the tapping. The turpentine is almost in the nature of a disease in the blood of the tree. In escaping it often bursts the bark of the tree and so injures it. It relieves the tree to tap it three feet from the ground, and the tapping can continue for centuries.

"Civilization is felling these glorious forests so rapidly that almost two-thirds of them have vanished. In 20 years more the rest will be gone, save where protected in national parks or forest reserves. I motored out through the glens and valleys, where I had seen those woods not so long ago. They were all gone. Stocks and stumps of trees, debris and desolation were all I saw on every side. Far as the eye could range, speeding at 40 miles an hour, not a fir, cedar, spruce or hemlock was left standing. The whole country looked as desolate as devastated lands I motored over in France after the armistice.

"I never before realized, till this visit to the great lumbering regions of the Pacific North-west, the amazing rapidity with which the forest resources of America are being destroyed. Half the forests have disappeared in 30 years. At the present rate they will all be gone in another 20. Consumption is now four-fold greater than 10 years ago. The tragedy of the war speeded their destruction. Newspapers eat up four or five million tons of forest growth yearly. Every palatial ship that sails the seas has added to the destruction of these forests.

A. Ramsay & Son Co. Established in the West

Announcement is made by A. Ramsay & Son Company, that they are opening a branch warehouse at 123 Bannatyne Avenue East, Winnipeg, where they will be known as A. Ramsay & Son Company of Manitoba, Ltd. This branch will be under the management of H. S. Duncan who has had a wide experience in Western Canada, having been connected with the paint trade there for many years. This new policy will afford the Western customers of the Ramsay Company a larger and more complete stock from which to draw their supplies for Manitoba and Saskatchewan, with more prompt shipments possible.

B.C. Retailers Would Dismiss Commerce Board

New Westminster.—At the concluding session of the British Columbia Retail Merchants' Association on Friday, resolutions were passed urging that the luxury tax be collected from the source of supply, manufacturers and importers, and requesting that the Board of Commerce be dismissed and a more representative body appointed. "Give me a little more time and we'll defeat the Government on this luxury tax," declared Dominion President Banfield during a lively discussion.

Winnipeg Trade is Very Hopeful

In discussing the business conditions as they obtain in the Near West with Edward Goodwill, vice-president of the Thomas Davidson Mfg. Company, Ltd., on his return from Winnipeg, Hardware and Metal was informed the spirit of the West was very hopeful with regard to the outlook for fall business. Mr. Goodwill stated that the prospects were viewed with enthusiasm and that if conditions would only continue as favorable as now large quantities of goods would be required in the West this fall. Stocks there are maintained on a fair average, although in his opinion there had been no overstocking. Larger stocks will be required and will be ordered if the crop is assured a little later on.

Western Notes

Winnipeg.—E. Kelly, director of the British Smelting and Refining Co., Montreal, is on a business trip through Western Canada, and expects to be in Winnipeg shortly.

Winnipeg.—Arthur L. Small, sales manager for the Advance Packing and Supply Co., 64 W. Lake St., Chicago, was a visitor in Winnipeg last week. He is just returning from a trip to the Pacific Coast, and reports business very good.

Winnipeg.—The Social Club of Wood, Vallance Limited, have already had three or four very enjoyable excursions, and a moonlight excursion was held to Grand Beach last Thursday night. The committee spared no efforts to make this a bigger success than ever.

Miss Evelyn Howe, one of the popular young ladies of Wood, Vallance Limited, was recently married to Mr. Thos. McNiece. Before leaving she was presented with a handsome set of carvers and a cut glass berry bowl.

Winnipeg.—Claude Pile and F. J. O'Neill, travelling salesmen for Wood, Vallance Limited, attended the Travellers' Picnic at Winnipeg Beach, and were delighted with the success of the ball team. Their enthusiasm and rooting was a big factor in winning the game.

Winnipeg. — Wood, Vallance Limited baseball team were successful in winning the cup and prizes put up for competition by the North-West Commercial Travellers and U.C.T. The final game was played at Winnipeg Beach, being the feature event of the Travellers' Picnic. The game itself was very interesting, being in doubt right up to the ninth inning. However, the stellar pitching of Dave Miller, and the splendid work at the bat of Gus "Battler" Ward, Chic Little and Morley Paul resulted in a very popular victory. The team deserves a great deal of credit, as they have been playing consistent baseball all season, and are the only undefeated team in "B" division of the Commercial League.

Wakyte Mfg. Co. Suffers Fire Loss

Winnipeg.—Fire breaking out in the premises of the Dominion Equipment & Supply Co., McRae Bldg., this week, spread to the factory of the Wakyte Mfg. Co., causing damage estimated at $7,500, most of which is covered by insurance. The company is still in position to make immediate shipments of stock.

Customers' Convenience First Essential

Safe Ltd., Salmon Arm, B.C., Have Installed Modern Kitchen, Rest Room with Bed and Washroom, for Out-of-Town Customers' Convenience—Have Large Mail-Order Business in Hardware Throughout Surrounding District—Have Developed Extensive Store Business in Shelf Hardware and Accessories

THE hardware department of The Safe Limited, Salmon Arm, B.C., is shown herewith. This company has been in business for a number of years and has many distinctive features of interest. The shares of the company are owned by farmers and others in the community, being run on a co-operative basis with a special discount for cash trading. The name (Safe) was derived from this motto: "Simply Aim for Equity." Their aim is to supply goods at the lowest possible cost. A complete line of shelf hardware, stoves, automobile accessories and other features of an up-to-date hardware department are shown in the illustration. The Christmas decorations were in vogue when this picture was taken.

A feature of this business is an extensive mail-order business throughout the surrounding district. To handle the company records and the mail-order trade an office staff with modern office equipment has been installed, as shown in the other picture herewith. An adding machine, typewriter and other modern fixtures are shown.

"Each department is under separate management and all are separated by partitions so that the customer wishing to shop in various parts of the store feels that the man behind the counter is experienced at his particular line of business and is not merely a general clerk in a general store," said Mr. G. G. Barber, store manager, to Hardware and Metal.

The hardware department of Safe Ltd., Salmon Arm, B. C., photographed when Xmas decorations were in vogue. An extensive trade in general hardware lines and automobile accessories is done through the medium of the retail store and a mail-order trade conducted throughout the surrounding district.

The office of Safe Ltd., Salmon Arm, B. C. It will be noted that adding machines, typewriters and other modern office equipment is used to look after the records of the retail business and the large mail order business which is conducted by this store.

A combined rest room, kitchen and toilet is another feature of this store. The kitchen is fitted up with stove, cooking utensils, table, chairs, dishes, etc., and is for the use of customers coming in from great distances. These customers bring their own food and cook and eat it at the store just as if they were at their own home. It avoids the necessity of relying on expensive hotel fares for their food requirements under such circumstances. The rest room, next to the kitchen, is also complete in its furnishings, even to a bed for anyone who might be taken sick. A toilet and washroom adjoins the rest room.

Customers waiting for late trains are allowed the use of these rooms even after the store is closed for the day, the rooms having a separate entrance from the street and allowing of their being shut off from the rest of the store after closing hour. An addition is now being built to the store, and with its completion at the end of this year some rearrangement of departments is contemplated in order to provide room for extensions.

Newsy Notes From Here and There

Toronto.—Chas. Drumm, hardware merchant of Holstein, Ont., was in Toronto this week on business.

Toronto.—G. A. Binns, hardware merchant of Newmarket, Ont., was in Toronto this week on business.

Toronto.—W. J. Lawson, general manager of Rice Lewis & Sons, Ltd., Toronto, Ont., is away on a vacation trip.

Toronto.—N. F. Culverhouse, manager of the Rogers Supply Co., Ltd., Toronto, Ont., has returned from his holiday trip.

Toronto.—Robt. Pinchin, president of the Ontario Oil and Turpentine Co., Ltd., Toronto, has been laid up for several days, due to illness caused by a severe cold.

Peterborough—J. G. Campazzie has resigned as an official of the De Laval Company to assume the general sales-managership of a Boston company engaged in the manufacture of automobile parts.

Montreal.—G. S. Whitaker, representing Edward Bibb & Sons, Birmingham, was a visitor last week from Toronto. Gordon C. Seybold returned from a brief visit to Sudbury, where he visited his old firm, the Cochrane Hardware Co., Ltd. E. B. Weaver, travelling representative of the Millers Falls Co., Millers Falls, Mass., called last week on the Montreal jobbing trade.

Montreal.—T. H. Jordan, vice-president of A. C. Leslie & Company, Ltd., Montreal, is spending part of his vacation at Murray Bay. George C. Fletcher, linseed oil department, Sherwin-Williams Company of Canada, Ltd., spent a brief period in New York during the week.

Montreal.—D. E. Starr, with the Coleman Farebox Company, Toronto, was a visitor to Montreal last week. Mr. Matthews, representing the Hazard Lead Works of Hazardville, Conn., called last week on Montreal jobbers, and was accompanied by Mr. Calahan of the same firm.

Montreal.—Captain Fraser, representing Campbell Agencies, Toronto, and particularly the firm of Lansom & Goodnow, cutlery manufacturers, Shelburne Falls, Mass., was in Montreal this week. H. A. Smith called on the Montreal trade this week in the interests of J. H. Swift and Sons, Ltd., Sheffield, England.

No Improvement in Cans for Months

Montreal.—That there will be no improvement in the supply or price of tin or steel containers for the next four or five months is the opinion of Fred. S. Whittall, managing director of the A. R. Whittall Can Company, Ltd., Montreal.

"There is a shortage of cans and of tin plate," said Mr. Whittall to Hardware and Metal. "Everyone is wanting cans and I do not see where there is any possibility of improvement coming for months."

The present canning season is calling for a great deal of stock for canning purposes. Added to the demands of paint and varnish manufacturers, and of other users, the can makers find it difficult to take care of additional orders other than those which have been placed some time ahead.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

1274. **Leather.**—A leading firm in Roumania desire to receive quotations and other particulars from Canadian firms in a position to export all sorts of leather.

1275. **Leather.**—A leading Roumanian firm are desirous to receive quotations and other particulars from Canadian firms in a position to export leather and skins of all sorts.

1276. **Leather and skins.**—A firm in Roumania desire to receive quotations and other particulars from Canadian firms in a position to export leather of all sorts.

1289. **Iron.**—A firm in Roumania desire to receive quotations and other particulars from Canadian firms in a position to export iron.

1290. **Miscellaneous manufactures.** — A young Brazilian firm of general import agents in Rio de Janeiro wish to hear from manufacturers and exporters of paints and varnishes, motor cars, lorries and accessories, pumps (centrifugal, etc.), electrical equipment, machine tools, shelf hardware, brass goods, saw-mill machinery, shovels and tools, bicycles.

1291. **Miscellaneous manufactures.** — A Brazilian firm of general importers in Rio de Janeiro wish to import agricultural machinery, metal-working machinery, hardware of all kinds, copper and brass sheets, bars and pipes, lubricating oil, paints and varnishes, from Canada.

1308. **Raw hides.**—A firm in Milan wish to buy raw hides in Canada.

1309. **Raw and tanned hides, tanning materials.**—A house in Alessandria wish to hear from Canadian firms exporting raw and tanned hides and tanning materials.

1310. **Raw and tanned hides.**—A firm in Milan state their desire to enter into relations with Canadian firms exporting the above.

1311. **Leather.**—A very old-established Milanese firm are disposed to consider Canadian offers of leather.

1312. **Leather.**—An important Milanese firm are anxious to secure an exclusive agency in leather for all Italy.

1313. **Leathers.**—A firm in Milan are desirous of hearing from Canadian houses wishing to trade with Italy in leathers.

1314. **Leather and leather goods.**—A Durban firm of commission agents are prepared to take up Canadian agencies for leather, all kinds; trunks and bags.

1315. **Tanned leathers.**—An important house in Milan are willing to buy tanned leathers in Canada or act as representatives for Canadian firms wishing to export same to Italy.

1316. **Leather and furs.**—An old-established Milanese firm are anxious to hear from Canadian firms desiring to do business with Italy in the foregoing.

1317. **Leather and novelties.**—A house in Rome interested in leather and novelties are willing to purchase same in Canada provided Canadian prices are competitive.

1318. **Leather and novelties.**—An important firm in Rome asks for the above articles from Canada. The firm would also act as representative for Canadian firms.

1319. **Leather.**—An old-established house in Milan wish to represent Canadian firms in the foregoing.

1320. **Leather and wrapping paper.**—A well-known firm in Genoa would be glad to buy the foregoing in Canada.

1337. **Hardware—Representation.**—A Cape Town agent requests correspondence from Canadian manufacturers or shippers, with view of agency, in hardware of all kinds.

1338. **Hardware, enamelware, and tools—Representation.**—A Durban, South Africa, firm of manufacturers' agents are seeking the representation of Canadian hardware manufacturers; also enamelware and tools of all kinds, except machine tools.

Hardware Letter Box

E. and D. Bicycle

Messrs. Conner and Jones, Marmora, Ont.—Could you kindly tell us the name of the maker of the E. & D. bicycle?

Answer.—This model was formerly made by Evans and Dodge, of Windsor, Ont., but we understand that this has been discontinued for some time.—Ed.

Oil Stoves and Wicks

Norfolk & Rochester Hardware Co., Ltd., Haileybury, Ont.—Kindly advise us as to where we can procure the "Quick Meal" oil stoves and the "Blue Bird" wick.

Answer.—The "Quick Meal" oil stove may be procured from the James Stewart Mfg. Co., Ltd., Woodstock, Ont. The "Blue Bird" wicks could be procured from the Thos. Davidson Mfg. Company, Ltd., Montreal, Que.—Ed.

Vacuum Cleaners

Gilles Hardware, St. Jacobs, Ont.—Please advise us as to where we can procure Hoover vacuum cleaners.

Answer.—These may be procured from the Hoover Suction Sweeper Co., Hamilton, Ont.—Ed.

Vapor Oil Stoves

The Manitoba Hardware and Lumber Co., Ltd., Reston, Man.—Kindly advise us as to the names of the manufacturers of the Monarch vapor gasoline range.

Answer.—This range is manufactured by the Excelsior Stove and Mfg. Co., Quincy, Ill.—Ed.

LETTERS TO THE EDITOR

RETAILERS' ORGANIZATION FOR BUYING ABROAD

Dear Sir,—

As your readers are aware, a huge portion of the manufactured products sold in Canada come from England, which, on the other hand, is a large buyer from Canada of cereals, timber, certain minerals, etc.

This trade from England to Canada is carried on mainly through the jobbers, and the bulk of it undoubtedly is still likely to even if my suggestion in this letter was strongly taken up, but there are most certainly a large and increasing number of tradesmen who could import in lots from say $100 upwards (smaller lots, as a rule, would be cheaper bought through the jobbers), if the assortment was reasonable for the average requirements of a retail business.

But at present there is little or no suitable method for such retail stores to adopt, for obviously the upkeep of a buying staff in England and the Continent would only be feasible if the cost was spread over the purchases of a large number of retail houses.

If, however, say five hundred retail houses formed a limited company, each house making a small investment ranging from say one hundred dollars for small stores and larger sums according to size for the larger firms, a thoroughly business-like company might be formed whose business it would be to give special facilities to its shareholders in buying and sending English and Continental goods to their orders, and for such purpose it would maintain a chief office in London, England, and agents in England and the principal buying centres of the Continent, together with packing and shipping arrangements at such centres as were required.

In such a case the members in Canada should control the company through its shares and profits to the shareholders should, I think, be on a double plan, namely, that the shares bear a fixed interest and that the rest of the profits be divided amongst the shareholders as a dividend on the business they have done during the year with the company, on a similar principle to the English Co-operative Societies, who declare a dividend on all purchases and thus give the greatest benefit to their largest customers and induce them for their own benefit to do all they can with them.

Of course business would be done with non-shareholders, but as the dividend on purchases would only go to those shareholders who held the required number of shares according to the size of their business, those shareholders who were qualified would get divided between them the profit made on the non-shareholders' purchases as well as their own.

With buying facilities such as those outlined and a travelling representative calling regularly on the shareholders and customers throughout the Dominion the retailers would get their goods imported at practically cost price (there being no jobber's profit, and the profits of the buying agency being returned to them in the form of dividends on shares and purchases), and their requirements be better looked after than at present.

Of course to handle cheaply the bills of exchange and other parts of the financial side, the company must be quite sound financially and command a moderately large capital, and have a fair number of retailers buying through its agencies, but given these two essentials there would be no risk in the venture and the benefits would be very great to the retailers who were shareholders of the firm.

I am myself a retailer, and know Canada, in fact have lived in Canada, so know the difficulties and advantages of different forms of buying both here and in Canada, hence you will notice that I do not deny the jobber his proper place, but do say that the retailer in his own interest would do well to handle some of his importing direct, if the proper co-operative means were first established, and I shall be glad to hear of any who think likewise.

Yours faithfully, H. M. Theedam, Ironmonger, Mansfield, England.

Catalogues and Booklets

THE VOKES HARDWARE CO., LTD.

The Vokes Hardware Co., Ltd., Toronto, Ont., have issued a new catalogue containing 140 pages, showing a full line of automobile accessories, including tools and tool sets, many special lines of wrenches, hand chain drills and electric portable drills. Many lines of stocks and dies and hand taps and holders are shown. There are also many descriptive cuts of different parts for cars, as well as accessories, and there is one section on colored stock devoted to Ford parts. A full line of repairs and attaching outfits are shown, as well as full list of electrical attachments and supplies. Auto headlights are illustrated, as well as a full line of flash-lights, tail-lights and spot-lights of all kinds.

Readers of Hardware and Metal wishing a copy of this catalogue may have one on request from the above firm.

Wm. Schollhorn Co.

Wm. Schollhorn Company, New Haven, Conn., have issued a very attractive booklet, containing 25 pages, illustrating and describing very fully their full line of pliers, showing the parallel jaw pliers, the slip-joint, the side-cutting, the Bernard pattern cutting nippers, bicycle and typewriter nippers, diagonal cutters, flatnose pliers, vise pliers, flatnosed light pattern, chain-nose, electrician's, longnose, many kinds of gas pliers, also round belt punches and revolving belt punches, also spring paper punch, card and ticket punches. End-cutting pliers are also shown. Readers of Hardware and Metal may have a copy of this booklet from the manufacturers on request.

Volume of Exports Gradually Climbs

Reduction of Debit Balance Shows in June Trade Report—Dominion Has Been Heavy Buyer of Iron and Steel Products

Montreal.—Detailed figures of the trade of Canada for the month of June, just made public by the Department of Customs at Ottawa, contain one feature of encouragement, inasmuch as the debit balance against the country is reduced by about $7,950,000 when compared with the debit of last May, made up of an increase of $29,195,257 in exports and an increase of $21,244,445 in imports, a total increase in the month of $50,439,702.

During the year a favorable balance of $12,000,000 in June, 1919, has been changed to a debit balance of $28,000,000 last June.

A glance at the detailed figures following shows how the debit balance has been made. Apparently Canada has been a heavy buyer from the outside of textiles, textile products and fibres, of iron and steel and manufactures thereof, and of non-metallic minerals, of which undoubtedly coal forms the principal part,, while in a minor degree the adverse balance has been caused by the excess of buying of vegetables and agricultural products not classed as foods, of chemicals and other articles not classified.

On the other hand, the exportations of agricultural products of animal and animal products, and of wood, paper and paper manufactures showed remarkable increases over the importation of these commodities.

Despite Canada's great mineral resources and her facilities the importations of iron, steel and coal and manufacturers thereof, continue to stand out of all proportion to the exports, iron and steel imports amounting to over $26,000,000, against exports of $9,000,000.

Among the exports to show an increase over May were iron and steel, etc., up about $3,000,000; wood and paper, etc., up about $9,000,000.

Since June a year ago the importations of commodities into Canada have increased by 59½ millions and the exports by 19 millions.

Among the exports iron and steel and manufactures thereof have increased in the export by nearly $3,000,000 and in the import by over $11,000,000. Exports of wood, paper and paper products have increased $17,000,000, and imports of like commodities have increased $2,300,000.

Coal Outlook Causes Anxiety

The coal shortage has been gradually taking on a new and serious aspect as affecting Montreal manufacturers. Close proximity of Montreal to the United States coal fields has made it possible, generally speaking, to take care of the needs of manufacturers and other large users of this fuel. Shortage has become more acute, apparently, than for a long time past, and some of the larger users are now wondering just how long they can continue to operate without closing down.

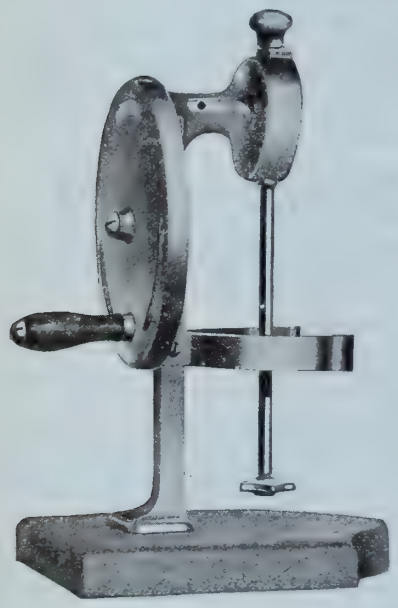
One of the serious aspects of this feature is that production of some manufactured products has not overtaken demand and there is little surplus stock from which to draw. This situation is a disconcerting one for those who are dependent upon manufactured products from week to week and from month to month.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

BEVERAGE MIXER

The Qwik-Mix Company, New York, has put on the market what they call the "Handy Mixer." This is designed for preparing malted milk, coffee beverages, chocolate or coffee float, egg-nogg,



Beverage Mixer

or egg malted milk, churning butter, icings of all kinds, emulsions, etc.

The manufacturers claim that all delicious nourishing, and healthful drinks can be prepared easily, quickly and perfectly with the Handy Mixer. They state that its cost, compared to its advantages and convenience, is small. It is claimed to be an ideal household appliance on account of its sanitary, light, portable and economical construction. The mixer is of neat appearance and is claimed to be perfectly constructed and simple in operation. It is also guaranteed to be rust-proof and that when in operation it will prepare drinks, etc., in less than a minute.

This mixer is being placed on the Canadian market by Richardson & Bureau, 55 St. Francois Xavier Street, Montreal, who are sole representatives for Canada.

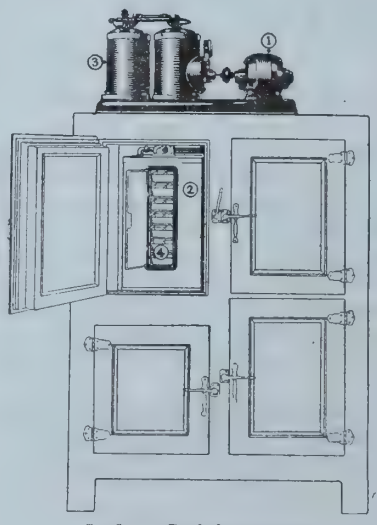
ICELESS REFRIGERATION

A new iceless refrigeration equipment is being offered the trade by the Toronto Laundry Machine Co., Ltd., Toronto, who claim that their new machine will fit any ice box and the motor may be installed either on top of the ice box itself or in any convenient place and attached to electric and water systems. And that after the first switching on of the current the equipment will maintain the exact desired low temperature automatically, day and night.

The manufacturers describe their new device as follows:

The refrigerant in the open air is a gas—harmless and unchanging. When cooled under moderate pressure it becomes a liquid and, as such, is supplied to the expansion coil in the ice chamber of the refrigerator. In the expansion coil the refrigerant expands into a gaseous form and in expanding extracts the heat from the refrigerator. When it has absorbed its quota of heat the pump removes it from the expansion coil and delivers it to the water-cooled condenser. Here the water absorbs the heat units removed from the refrigerator and the cooled gas again becomes a liquid and is ready to start on another journey through the machine. And this simple process is repeated continuously and automatically just as long as the current is on.

The moment that the exact, predetermined degree of refrigeration is reached, "click" goes the thermostat, shutting off the motor. And the moment the inside temperature rises a few degrees, "click" it goes again, starting the motor and turning on the water and the "cold" at the same time.

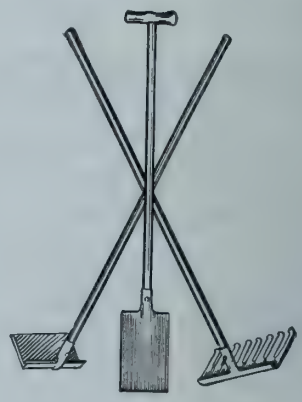


Iceless Refrigerator

CHILDREN'S GARDEN SETS

The Coleman Farebox Co., Ltd., Toronto, are offering the trade a new line of children's garden tools which they state are very strong and handsomely made, a heavy gauge steel being used. They come in two sizes, the small handle measuring ⅝ inch in diameter and the large ¾ inch.

The manufacturers state these sets are put up and sold in such a way that individual pieces or complete sets may be purchased by the customer; the large set being suitable for ladies' use in preference to a trowel or hand fork. They also state their sets are sufficiently



Children's Garden Sets

strong to enable them to be used in hot houses or other places where large tools would be too cumbersome and on account of their great strength will readily withstand the abuse they are usually subjected to by children.

BATTERY-CHARGING OUTFIT

Hobarth Brothers Company, Troy, Ohio, are putting on the market a new battery-charging outfit for which they make the following claims:

The H. B. 250-watt battery-charging outfit is a new device and the outfit is capable of charging from one to four automobile starting and lighting batteries at one time. This sturdy little outfit is much smaller than the Standard and has ball-bearing equipment, automatic voltage control, allowing different voltage batteries to be charged at the same time, ample capacity for the rating, and a complete panel board mounted on top of the motor generator.

It is specially designed for the owner of the small garage who wishes to give service only to customers and desires a dependable, continuous operating outfit. It enables the small garage to give the complete battery-charging service that customers demand, and its economy of operation enables the garage to make a big profit on a small investment.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

A HEAVY budget of advances has again been made on the price of many hardware commodities. Few have hopes for a reversal of this condition in the near future, the tendency still being for higher prices. Washing machines and wringers have sharply advanced by a revision of the list prices. Coal tar, ash sifters, rifles and shotguns, grindstones, screw drivers, floor wax, wrought nipples and couplings, paint and varnish brushes, carpet sweepers, saw vises, rubber belting, toboggans, smokeless powder, axle grease, steel cable, chemical closets and chemicals, dash lanterns, power horse clippers and parts, Canada plates, galvanized and black sheets, paper bags, toilet paper, finished nuts and set screws, builders' hardware, copper clout nails, trolley barn door hangers, brass butts, clay picks, mattocks and grub hoes, cross bars, carpenters' bars, cotton wrapping twine and tub stands all have higher quotations.

Little relief has been offered the great scarcity of raw materials, great difficulty being experienced in securing freight cars. In many localities shippers are required to procure a permit for each car and are required to load the car the same day as received or else the car is passed to someone else on the waiting list.

Business is quiet, although jobbers are well satisfied with the volume accorded them for this season of the year, which is the in-between period. Summer lines are still moving well. Collections are very satisfactory.

MONTREAL MARKETS

MONTREAL, July 22.—The hardware jobbers are well pleased with the volume of city and country business accorded them, and for seasonable lines such as summer specialties and haying needs there is really a heavy and continued demand. The difficulties are those of obtaining fresh supplies and it is hard, generally, to substitute.

Advances have been made this week on dash lanterns, power horse clippers and parts, Canada plates, galvanized and black sheets. Wire nails are steady and scarce at the new high basis of $6.40 per keg. Some expect that coil chain will be advanced. It is very difficult to obtain delivery from the mills of many lines of steel manufactured products. Fuel oil is on a new high basis, and is very scarce. Lubricating and illuminating oils are scarce and high. Paper bags and toilet papers are up. Manila rope is firm and the manufacturers are confronted with higher prices for the raw material. The scrap material market lags, and prices may decline further. Stoves are firm but there have been no advances. Further data is to hand on washing machine and clothes wringer prices. Finished nuts and set-screw prices are higher. Alarm clocks are scarce and high. Altogether the price trend is firm to higher on many lines.

Canada Plates Scarce; On Higher Price Basis

Montreal.

CANADA PLATES.—The present scarcity of Canada plates is quite acute. It is doubtful whether supplies will be at all free during the next few months, and outside of orders which have been placed by the trade, it is questionable whether those wanting large quantities will be able to get them. The present basis for ordinary, 52 sheets, is $13.00 per box and for 60 sheets, $13.25.

Dash Lantern List Is $3.00 Higher

Montreal.

LANTERNS.—In addition to the advance made last week for cold blast lanterns, an advance of $3.00 per doz. has been made effective for various makes of dash lanterns. These were advanced during the past week from $15.75 to $18.75 per doz.

Power Horse Clippers Now on a $16.00 List

Montreal.

HORSE CLIPPERS.—Stewart horse clippers, No. 1, are now selling on a list of $16.00 each. This price is subject to a 25% discount to the trade.

EXTRA PARTS are selling as follows: Heads, $4.70; plates, No. 90, $1.35; No. 360, $1.35; No. 99, $2.00; No. 361, $2.00 These are likewise subject to a 25% discount.

Blocks Are Active With Undertone Firm

Montreal.

PULLEY BLOCKS.—There has been much activity in the demand for pulley blocks of various kinds, particularly those used in haying operations. The movement of both wood and steel blocks has been very active, and while no change of price has been made recently the market holds very firm.

New High Basis Now on Standard Wire Nails

Montreal.

NAILS.—The advance of 30c per keg made last week in the price of wire nails makes the present basis $6.40 per keg. Cut nails remain unchanged at $6.35 per keg.

The difficulty of getting ample stocks of nails is still manifest, and it is doubt-

ful if there will be much relief for many weeks to come. Labor and transportation difficulties have not been such as to minimize the difficulties which have existed.

Chain Movement Active With Prices Firming

Montreal.

CHAIN.—The undertone of the chain market is a very strong one, and as pointed out in a recent issue of Hardware and Metal, some jobbers are expecting an early advance in the price. Here, there has been an active demand for certain sizes, particularly for 3-16 in., which is used by some for haying extensively. In a general way the movement is an active one.

New High Basis Now on Fuel Oil

Montreal.

FUEL OIL.—The present basis for fuel oil in tank cars is $18.70 per gal. and in barrel lots $20.70.

The demand is extremely heavy and cannot be met out of the available supplies. One of the largest refiners stated to Hardware and Metal that they were not taking any new business whatever, but were confining their attention to the wants of old customers who had been using the product for manufacturing purposes. The tendencies are very firm and even higher prices may be reported.

Gasoline and Oil Sales Are Heavy

Montreal.

COAL OIL, GASOLINE.—The demands for coal oil for summer use is very heavy at the present time. Prices are decidedly firm, although there has been no definite change during the week. Ordinary grade is selling at 29c per gal. with various advances for other grades. Gasolines: The demand for gasolines is seasonably heavy, and supplies are heavily taxed. The basis is those with motor grade selling at 39½c per gal. and other grades carrying the usual differential.

Toilet Paper Prices Are Revised Upward

Montreal.

TOILET PAPER.—An advance has been made in the price of various grades of toilet papers and small lots, to the trade, are now selling at 33½% off the list. Standard lines are selling at a list price of $15.75 per case of 100 rolls.

Light Paper Bags Are Now Higher

Montreal.

PAPER BAGS.—An advance has been made in standard grocery paper bags. The present discount to the trade is 25% off. Only the one line is affected, the heavy kraft bags not being included in this increase.

Rope Basis Firm; Might Go Higher

Montreal.

ROPE AND CORDAGE.—The movement of rope is fair, and some repeat orders have been received. The haying season is now well under way, and supplies of hay rope have been going forward. In certain parts of the country the hay crop is not all that could be desired, but it is hoped that recent rains will somewhat better this condition.

As to the outlook, manufacturers state that jute may be scarce. Whether this is likely to transpire is as yet indefinite, but some reports indicate that within another 60 days there will be a shortage of this.

The feature of the week has been that of an advance of 1½ to 2c per pound in the cost, to the manufacturer, of manila hemp. If this firming of prices continues, it will naturally tend to call for an advance in the price on the manufactured product. Quotations for the week are ruling without change, pure manila selling at 35c base; British manila at 28c and sisal 22½c per lb.

Stoves Are Firm But No Advance

Montreal.

STOVES, WARES.—The movement of stoves is naturally quiet at this time, but there will be a big sale for them this fall. The undertone is very strong, but a leading Montreal manufacturer stated to Hardware and Metal this week that there was no immediate prospects of advances being made. The cost of raw material and the difficulty of getting it is still great, but this manufacturer said that as long as price advances could be held off they would be. There have been many orders booked for fall delivery on various styles and lines of wares.

WARES.—The demand for wares is seasonably light, although summer goods have been moving very well. Price tendencies are continuing strong, in view of the difficulty of getting various steel plates for the manufacture of this class of goods.

More Complete List Clothes Wringer Prices

Montreal.

CLOTHES WRINGERS.—Last week certain information was given in Hardware and Metal on clothes wringers indicating an advance in price. Since that time prices applying on "Arrow Brand" have come to hand and these are as follows: Melrose, per doz., $135; Warranty Bench, $174; Warranty, $127; Jupiter, $127; Security, $117; Oxford, $123; Bicycle Bench, $162; Bicycle, $105 (10-inch rolls); Bicycle, 11 in. rolls, $115; Venus, $115; Protector, $105; Niobe, $111; Conqueror, 17x3¼, $110; 20x3¼ in., $130; 24x3¼, $150; 30x3½, $155; Ajax, per doz., $225; Trojan, $201; Standard grade wringers are selling as follows: Eze, per doz., $110; Minerva, $110; Royal Canadian, $102; Rapid, $100; Neptune, $100; Apollo, $96.00; New Eureka, $87.00; Eureka, $79.00. Folding wash benches of this make are selling at $65.00 per doz.

List Is Issued on Wringer Rolls

Montreal.

WRINGER ROLLS.—The following list is now applicable for Standard grades clothes wringer rolls: Standard 10x1¾ in., per doz. $28.00; 11x1¾ in., $31.90; 12x1¾, $35.70; 10x1¾, $26.10; 11x1¾, $29.90; 12x1¾, $33.80; 10x1¾, $34.00; 11x1¾, $37.90; 12x1¾, $41.70.

Washing Machines on Revised "Up" Basis

Montreal.

WASHING MACHINES.—As announced last week in Hardware and Metal washing machines have advanced in price. At that time only some numbers and styles could be given and those made by Dowswell, Lees & Company, Limited, are selling as follows: Jubilee, each $12.50; Dowswell, $12.55; Peerless, $14.50; Hamilton, $14.00; Noiseless, $17.50; Snowball, $19.50; Magnet, $22.75; New Century, Style "A", $19.75; New Century, Style "B", $21.75; New Century, Junior, Style "B", $21.75; New Century, Junior, Style "C", $22.75; Patriot, $22.75; New Idea, Style "B", $24.25; New Idea, Style "C", $25.25; High Grade, $27.50.

Power machines are selling as follows: Ideal Water Power, $28.00; Zelox, $30.00; Ideal Motors only, $15.00; Zelox, motors only, $17.00; Ideal, motors only, $19.00; Velox, motors only, $21.00.

Engine machine, Playtime, style "B", $27.00; Keystone, style "B", $55.00; New Century engine drive, $95.00.

Special Finished Nuts Take on Higher Discounts

Montreal.

NUTS.—Semi-finished nuts are selling on a revised discount basis, and this means an advance. Finished nuts up to one inch are selling at 17½% off the list and from 1 to 1½ in. the discount is 12½%. For ½ to 2 inch 10% is added to the list.

Cap and Set Screws Are Listed Higher

Montreal.

CAP SCREWS.—An advance has been recorded this week in the price of cap screws, which are now selling at 17½% off the list.

SET SCREWS.—The discount on set screws has also been changed, the present discount to the trade being 22½%.

Alarm Clocks Firm; Stock Stated Scarce

Montreal.

ALARM CLOCKS.—At the present time there is an acute shortage of various alarm clocks, according to jobbing circles. Prices have not advanced within recent weeks, but the undertone is naturally very firm.

Soft Scrap Market Not Much in Demand

Montreal.

OLD MATERIALS.—The movement of old material this week is limited. While manufacturers in the United States are buying large quantities of old scrap, the same condition does not prevail in Canada according to large dealers. This means that manufacturers who use large quantities of this old scrap either have ample in hand for present operations, or for other reasons are not in the market. Consequently the undertone is weak and further declines may result.

Dealers' Buying Prices

Automobile tires	0 02½	0 03
Yellow brass	0 09	0 10
Red brass	0 16	0 17
Light brass	....	0 06½
Scrap zinc	....	0 06¼
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	30 00
Heavy melting steel	18 00	19 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Fairly Good Sale For Manufactured Lead

Montreal.

LEAD PRODUCTS.—Prices are steady at the changes made last week and quite a demand obtains for the various lines used in the trade. Sheet lead, lead pipe and fittings are in fair request and solder is selling quite well. This, at the lower prices quoted last week, is now in a much more favorable basis than it has been for some time.

Lead pipe, per 100 lbs.	....	17 00
Lead waste, per 100 lbs.	....	18 00
Note.—Lead pipe is subject to a discount of 10%		
Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	....	0 13¼
Do., 4 to 8 lbs. sq. ft.	....	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.		
Solder, guaranteed, lb.	....	0 37½
Solder, strictly, lb.	....	0 35½
Solder, commercial	....	0 33
Solder, wiping, lb.	....	0 32¾
Solder wire (8 gauge)—		
40-60	....	0 37½
40-55	....	0 39¾
50-50	....	0 42¼
Zinc sheets, casks	....	0 16½
Do., broken lots	....	0 17

Black Sheets Scarce; Basis Will be Nominal

Montreal.

SHEETS AND PLATES.—There is very little encouragement in the matter of obtaining necessary supplies of galvanized or black sheets. If there is any difference, this favors galvanized sheets, for black stock is very hard to procure. Advice secured by Hardware and Metal would indicate that there is very little encouragement to be looked for in the immediate future and the price basis will naturally hold as a nominal one. Some have firmed their prices this week.

BLACK SHEETS—		
10 gauge	....	10 00
12 gauge	....	10 00
14 gauge	....	10 10
16 gauge	....	10 45
18-20 gauge	....	9 50
22-24 gauge	....	10 45
26 gauge	....	10 50
28 gauge	....	10 50
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	12 50
28 gauge	....	12 10
26 gauge	....	10 75
22 and 24 gauge	....	11 55
20 gauge	....	11 55
16 gauge	....	10 25
18 gauge	....	11 55
English Standard—		
28 gauge	13 00	13 50
26 gauge	12 75	13 25
24 gauge	12 15	12 65
22 gauge	11 80	12 30
18 and 20 gauge	11 35	11 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Iron and Steel Firm on the New Basis

Montreal.

IRON AND STEEL.—Prices as advanced last week are holding very firm. The advance of 30 cents per 100 lbs. has made a material advance all around and the new prices now in effect are record ones. There is a fairly active demand for the various staple stock.

IRON AND STEEL

Iron finish machinery steel		5 35
Norway iron	13 50	15 00
Single reeled machinery steel		6 80
Spring steel		5 80
Sleigh shoe steel		5 30
Tire steel		5 50
Toe calk steel, per 100 lbs.		6 20
Band steel		5 30
Harrow tooth steel		5 45
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Bar iron, base		4 95
Refined iron, per 100 lbs.		5 95
Mild steel		5 30

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

More Settled Tone Rules on Ingot List

Montreal.

INGOT METALS.—The tone of the ingot market is better this week, that is to say there is a fair amount of trading and the wild over-night changes which characterized some of the items for a few weeks are now absent.

TIN.—The tone of the market is better this week and there is a fair amount of trading. The exchange situation has helped somewhat during the past few days and quotations are maintained at 58 to 60 cents per lb.

COPPER.—The copper market has stiffened this week and casting is now quoted at 24c per lb. and electrolytic at 24½c. The demand is active and it is difficult to procure copper from the States. Canadian production is said to be very limited.

LEAD.—This is fairly strong this week and Canada is at present getting her supply largely from English sources. The Canadian production is very short. Price is quoted at 10¼c per lb.

SPELTER.—At 11c per lb. the market is a little stronger this week and sales are seasonably fair.

ANTIMONY.—This ingot is rather quiet in the Montreal market at present and the price of 11c per lb. is being quoted.

ALUMINUM.—There is no change in the basis for aluminum, which holds locally at a price of 37 to 39 cents per lb.

TORONTO MARKETS

TORONTO, July 22.—Higher prices continue to be made on many basic hardware commodities and the tendency is for still higher quotations. A sharp advance has been made on the list price of washing machines and wringers. Coal tar is also higher. A new booking price has been made on Banner ash sifters. Apple parers are in good demand. Rifles and shotguns have also been marked up. Grindstones both mounted and unmounted have been increased in price. Paint brushes are holding very firm. A good demand is still being made for garden hose, hay forks, field hoes, wire nails and wire.

The great shortage of raw materials and nearly all kinds of hardware commodities is showing little relief and many are concerned for deliveries for the near future. Many lines for fall booking are now going out to dealers and all in the trade are looking for a heavy buying movement.

Collections continue good and, although business has slowed down considerable. merchants generally are well satisfied with the volume moving.

New Quotations Steady for Cold Blast Lanterns

Toronto.

COLD BLAST LANTERNS.—The demand for lanterns has been a very heavy one and manufacturers state it is daily increasing. Dealers generally are beginning to call for their booked orders and manufacturers state there is a very

universal demand. The price of $15 per dozen, as quoted in last week's issue, remains very firm. It is interesting to note that, notwithstanding the advances made in many other lines of pieced wares, lanterns have practically remained steady for a period of about three years. Manufacturers state that this is the first advance they have made during that period.

New Higher List Prices Advance Wringers

Toronto.

WRINGERS.—An advance of from $5 to $8 has been made on wringers. The Royal Canadian now costs the dealer $102 per dozen. The Eze, $110 per dozen; the Bicycle, $115 per dozen; the Warranty, $127 per dozen, and the Jupiter, $127 per dozen. All of the above are subject to a discount of 20 per cent.

Washing Machines Have Higher Revised Lists

Toronto.

WASHING MACHINES.—A new list has again been issued by makers of washing machines. These new quotations are higher than formerly as a result of the tight situation which has developed in the securing of lumber. The new prices are as per current quotation pages.

Lower Prices Made on Everjet Black Enamel

Toronto.

BLACK ENAMEL of the Everjet brand has been revised downwards. The new quotations now read: 8 ounce, two dozen to a crate, $1.95 per dozen; 8 ounce, 12 dozen to a crate, $1.70 per dozen.

Refined Coal Tar Now Costs Dealer $9.50

Toronto.

COAL TAR.—New and higher prices have been made on coal tar. The refined in barrel lots is now quoted at $9.50, and the crude, $8.25.

New Booking Price on Banner Ash Sifters $3.45

Toronto.

ASH SIFTERS.—Orders are beginning to come forward freely for ash sifters of many kinds for fall delivery, and many booked orders are being taken.

A new booking price has been made on the Banner, No. 2, the price now being quoted at $3.45 each, net.

Apple Parers in Demand; Hudson Make Quoted $21

Toronto.

APPLE PARERS.—The season now demands many lines of seeders, stoners and apple parers, etc., and many of these lines are showing good movement.

The Hudson genuine rocking-table parer is moving well, and is quoted at a new price of $21 per dozen.

Crackshot Rifles Now Cost Dealers $11.30 Each

Toronto.

STEVENS' RIFLES. — Further revisions have again been made on the price of Stevens' rifles, the new quotations showing an advance over former quotations.

The Crack Shot now has a new higher price of $11.30 each; the Little Scout, $8.95 each, while the Marksman is quoted at $14.35 each.

Grindstones Have Been Marked Higher

Toronto.

GRINDSTONES.—New prices have been made on some lines of grindstones, and the new quotations are an advance over former prices.

Grindstones from 40 pounds up to 200 pounds are now quoted at $5 per 100 lbs. The 12-inch by 2-inch are quoted at $1 each. The Bi-Treadle is quoted at $9.75 each.

No Change Made on Rope; Price Steady

Toronto.

ROPE.—The present quotations on rope are fairly steady, and while no lower prices are immediately looked for, many would not be surprised to hear of further changes in the near future. However, whether this will be the case remains to be seen as there are a great many factors bearing on the situation. The pure manila is still being quoted at 35½ cents per pound, the British manila 28 cents, and the sisal 22½ cents per pound.

Wire Nails Firm; New Price of $6.25 Base Holds

Toronto.

NAILS.—Stocks of nails generally are light and the demand continues to be a heavy one. Building operations continue brisk. Jobbers are greatly concerned for future deliveries. The scarcity of wire nails is said to be universal and some have it that merchants across the border are experiencing much more difficulty in securing their supplies than pertains on this side.

The new quotations made last week continue to hold very firm, and there are some who would still pay a premium for spot delivery of their specifications. The price of $6.25 per keg base is still being quoted.

Higher Prices May be Made on Brushes

Toronto.

BRUSHES. — Notwithstanding the higher prices that have been made on brushes, it is expected that new prices will be made in the very near future and some believe that it will be of a substantial nature. One of the chief reasons is the bristle situation, and manufacturers state that bristles are daily becoming harder to procure.

Garden Hose Still Has Good Demand

Toronto.

GARDEN HOSE.—A good demand is current for garden hose of all kinds, and all in the trade are enjoying a very good business. Manufacturers, however, state that hose is becoming very scarce and that they have great difficulty in keeping pace with the present demand. The following are the present quotations:

Garden Hose—½ x 3, 14½c per foot; ¾ x 3 19c; ½ x 4, 16c; ¾ x 4, 21c.
Corrugated—½, 23c per foot; ⅝, 26c; ¾, 29c

Still a Scarcity for Oiled and Annealed Wire

Toronto.

WIRE.—Oiled and annealed wire continue to be a very scarce commodity, and jobbers state they have great difficulty in securing sufficient to supply the heavy demands that are being made on them. This is also practically true of all kinds of wire.

Hay Forks, Field Hoes Have Brisk Demand

Toronto.

HARVEST TOOLS.—Present indications point to a very satisfactory crop and many are getting ready for the harvest. Sales of harvest tools have been very satisfactory and hay and grain forks are at present in great demand. Field hoes are also moving briskly, and there is also a very heavy demand for handles for each. The present quotation on harvest tools is firm and no change has recently been made in the price, fifty per cent. and ten per cent. still being the discount from the list.

Shortage of Material Affects Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—Manufacturers state that the tight situation which has developed in the delivery of flat sheets is still holding them up in production, and while it is true that they have been fortunate to secure several shipments of sheets for corrugation purposes, they state that any that have come to hand are in such small quantities that it will hardly affect the situation.

One of the main drawbacks at present seems to be the great shortage of freight cars and the demanding of all box cars for grain and all open cars for coal make it very difficult for shippers to secure enough bottoms to carry their products from the mill to its destination. It is also stated that in some parts that it is necessary for the shipper to secure permit for each car, and that he is compelled to fill the car and have it shipped within the day of the permit or else the permit is cancelled and the car allowed to go to some other shipper who would

be able to handle the loading within the time limits. Owing to the great difficulty in securing supplies as well as the premiums that have to be paid in order to secure immediate delivery many are charging premiums, although the prices shown herewith are generally believed to be booking or standard prices.

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	$10.50	$ 8.50
No. 26 gauge	11.25	9.75
No. 24 gauge	16.75	12.00
No. 22 gauge	19.75	15.00
No. 20 gauge	23.50	19.25
No. 18 gauge	30.00	23.75

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Discount, 7½%.

Waste Materials Quiet; Price Tendency Down

Toronto.

WASTE MATERIALS.—A very quiet buying movement is being experienced by dealers in waste materials and little improvement has been made on the movement of materials, the present market is very sluggish. Dealers are looking for lower prices and have little hopes for the situation to recover in the near future. Transportation difficulties are given as one of the factors, although the exchange situation is also an important factor. The fact that it is a stagnant market does not augur well for prospective buyers, and many are holding back and are only buying their actual need, and very few seem to be interested in the future purchases.

The following are the present quotations:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 08
Scrap zinc	0 06
Heavy copper	0 17
No. 1 machinery cast	33 00
Heavy melting steel	15 00
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 02½
Heavy lead pipe	0 05¾
Tea lead	0 03

Iron and Steel Bars Firm; Shortage of Some Sizes

Toronto.

IRON AND STEEL BARS.—The demand for iron and steel bars has been considerably quieter during the past few days, but this condition is said to be seasonable and partly attributed to the holidaying season. Many of the mills are getting back into their regular start and production is gradually increasing. The shortage of coal, which was the result of the recent tie-up, has not altogether been overcome, it is stated, and manufacturers state they still have great difficulty in securing their supplies. Stocks of bars are generally conceded to be heavy, although most jobbers find their stocks are not well assorted and that while their tonnage runs into heavy volumes their assortment is not complete, owing to scarcity of some few kinds which are hard to replace. Such is true of agricultural flats, and many are anxiously waiting the next run at the mills for this commodity in order to fill up their depleted stocks.

The following are the present quotations on iron and steel bars:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 75
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Lead and Zinc Products Quiet; Prices Steady

Toronto.

LEAD AND ZINC PRODUCTS. — Practically no change has been made in the price of lead and zinc products this week and trade is rather quiet. This is said to be a seasonable situation and is partly attributed to the holidaying season.

The present quotations are quite steady and firm. Lead pipe is still being quoted at 17c per lb., and a lead waste pipe is still quoted at 18c per lb. Lead traps and bends are unchanged and remain at an additional 30 per cent. to the list.

The following is the list of quotations:

Lead pipe, list, per lb.	0 17
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 43
Solder, strictly, lb.	0 35
Solder, commercial, lb.	0 33
Solder, guaranteed, lb.	0 39
Solder, wiping, lb.	0 33
Lead waste pipe, list, per lb.	0 18
Zinc sheets, per lb.	0 19

Famine in Sheets and Plates Still Prevails

Toronto.

SHEETS AND PLATES.—The great shortage of sheets and plates continues to inconvenience manufacturers, jobbers and all concerned and reports that are going at present are very pessimistic for future supplies and deliveries.

Nearly all those in close connection with this commodity are of the opinion it is unnecessary for the manufacturers at the present time. One of the main factors given for the great scarcity that is at present prevailing is the great scarcity of shipping facilities, and freight cars of all kinds are at a premium, as nearly all open cars are used for coal and nearly all box cars are being used for grain. In many localities it is necessary for the manufacturers and all those waiting to ship goods to secure a permit for each car, and each permit is only good for one day, and should the shipper fail to make shipment within the specified day, his permit is cancelled and the car goes to someone else.

The following quotations on sheets and plates are published here merely as a guide, and while these prices are recognized as standard, many are charging premiums on account of having to go into the local markets, or are required to pay premiums from the mill for any spot deliveries they may receive.

The following is the list of prices:

BLACK SHEETS

14 gauge	$8 95
16 gauge	9 00
18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 65
3-16 inch plate	9 75
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$12 50	$12 00	$13 25
U.S. 28	11 45	12 70	11 45	12 85
U.S. 26	11 15	12 40	11 15	12 55
22 and 24	11 00	12 25	11 00	12 40
18 and 20	10 70	11 95	10 70	12 10
16	10 70	11 95	10 70	12 10
12 and 14	10 55	11 20	10 55	11 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Boiler Tubes Scarce Owing to Car Shortage

Toronto.

BOILER TUBES.—There is still said to be a scarcity of some sizes of boiler tubes, although fair shipments are still being sold. The shipments that are coming forward are very unsatisfactory with regard to quantity, which is due to the shortage of cars at the mills. This shortage is also attributed to the scarcity of skelp, partly due to the shortage of raw material and transportation, although the excessive demand is not to be overlooked. Those closely connected with the situation state that great volumes of pipe and incidentally skelp are being used this year for extension and research work, and which naturally affects the supplies.

The following quotations, although the recognized standard prices, may vary somewhat with some of the prices being charged owing to the shortage of some of the best selling sizes, as it is often necessary for jobbers to go into the local market and buy small lots.

BOILER TUBES—	Seamless	Lapweld
1 inch	$23 00	.....
1¼ inch	32 00	.....
1½ inch	33 00	.....
1¾ inch	35 00	30 00
2 inch	34 00	30 00
2¼ inch	38 00	33 00
2½ inch	47 00	37 00
3 inch	53 00	47 00
3¼ inch	.....	54 00
3½ inch	70 00	49 50
4 inch	88 00	64 00

Steady Prices Hold on Various Ingot Metals

Toronto.

INGOT METALS.—Little change has been made on prices of ingot metals this week, although the quotations throughout the list are firm and a fair demand has been made for some metals.

LEAD is steady, although the price is unchanged and is still quoted at 10½ cents per pound.

SPELTER.—The quotations on spelter show no change. The demand is fair. The present price is quoted at 10¾ cents per pound.

TIN has shown considerable strength, although no higher quotations have been made, the price remaining at 63 cents per pound.

ANTIMONY has showed considerably more strength and the demand is somewhat heavier. The quotation remains unchanged, prices being from 12½ cents to 15½ cents per pound.

COPPER.—Quotation on copper shows little change, although the situation is somewhat stronger. The price remains at 24 cents per pound.

ALUMINUM.—Practically no change has been shown on aluminum, the price remaining at 37 cents per pound.

LONDON MARKETS

LONDON, July 22.—There seems little possibility for lower prices in the near future, the tendency being for still higher quotations. This week records a heavy budget of advances, washing machines having been revised upwards through a higher list. This also applies to wringers, grub hoes, clay picks, crow bars, mattocks, builders' hardware, lanterns, copper clout nails, rubber belting, Richards-Wilcox trolley barn door hangers, narrow and middle brass butts, goose neck carpenter bars, cotton wrapping twine, tub stands.

The sale of summer goods is easing off and merchants are beginning to take in shipments of fall goods and are preparing for fall trade, which is being looked forward to with great optimism. However, notwithstanding the slight slowing down of business the demand continues seasonably good, although it is believed great numbers of salesmen and clerks are holidaying. Prices continue firm on most lines. Collections are still coming forward very promptly.

Cotton Wrapping Twine Marked Up to $1 Per Lb.

London, Ont.

WRAPPING TWINE.—Cotton wrapping twine has again been revised upwards. The 3-ply will now cost dealers $1 per pound, while the 4-ply is quoted at $1.04 per pound.

Crow Bars Now Quoted at $11.50 Per 100 Lbs.

London, Ont.

CROW BARS have new higher quotations, the new price being quoted at $11.50 per 100 pounds.

CARPENTER BARS also have been revised upwards, ¾-inch by 24 inch now selling for $7.25 doz. to the dealer.

Lower Prices on Sheep Shears, Horse Clippers

London, Ont.

CLIPPERS AND SHEARS.—A lower quotation is now being made on Stewart's horse clippers and sheep shears. Manufacturers state they are enabled to make this favorable change on account of locating a Canadian branch factory. The new quotation is list less a discount of 25%.

The net prices on some of the better known lines are as follows:

Stewart Horse Clipper, No. 1BB, $12 each; Sheep Shearer and Horse Clipper, combination, No. 8, $23.25 each; Sheep Shearer, No. 8, $15.75 each; Sheep Shearer, No. 9BB, $18 each; Sheep Shearing Attachment, $11.06 each; Top Plates for Horse Clipper, $1.01 each; Bottom Plates for Horse Clipper, $1.50 each.

Higher Prices Made on Clay Picks, Mattocks, etc.

London, Ont.

PICKS AND MATTOCKS.—Higher quotations have been made on pick and edge mattocks, clay picks and grub hoes, etc. The edge and pick mattocks are now priced at $14.50 per dozen, the grub hoes $12 per dozen, while clay picks have the following new quotations: 5-6 pounds $12.50 doz., 6-7 pounds $13.50 doz., 7-8 pounds $14.50 doz.

List Plus 50% New Price on Narrow Brass Butts

London, Ont.

BRASS BUTTS.—Further higher price revisions have been made on some styles of brass butts. The narrow and middle brass butts have a new price of list plus 50%.

Trolley Barn Door Hangers Have Advanced

London, Ont.

BARN DOOR HANGERS.—An advance has been made on the price of barn door hangers and the Richards-Wilcox trolley barn door hanger now costs the dealer $23.04 per doz. for the number 321 and $21.60 per doz. for the number 21. The track for the above is quoted at $25.20 per 100 feet.

Rubber Belting Advances; New Discount 35% Off

London, Ont.

RUBBER BELTING.—An advance has been made on rubber belting prices, a discount of 35% from the list being the new quotation.

Copper Clout Nails Now Cost $10.40 Keg

London, Ont.

CLOUT NAILS.—New and higher quotations have been made on copper clout nails, the new price being advanced to $10.40 per 100 lbs.

Cold Blast Lanterns Advance $2.50 Per Doz.

London, Ont.

LANTERNS.—A sharp advance has been made on cold blast lanterns amounting to an increase of about $2.50 per doz. The new price is now quoted at $15 per doz. for both the long and short patterns.

Some Locks Marked Up From 5% to 7½%

London, Ont.

BUILDERS' HARDWARE.—An advance of from 5% to 7½% has been made on some lines of locks and the present quotations on all kindred lines are very firm.

Builders' hardware is in good demand and those that are able to secure sufficient stock are doing a brisk business. The shortage of supplies throughout this line has greatly inconvenienced many, although it is believed that notwithstanding the variety of drawbacks that merchants generally have had a good turnover for this line.

Folding Wash Benches Have New List $65 Doz.

London, Ont.

TUB STANDS.—A new list price of $65.00 per dozen has been made on tub stands and folding wash benches of the Dowswell make. This is subject to a discount of 20%.

Window Glass Moving Briskly; Price Firm

London, Ont.

GLASS.—There seems to be a good buying movement for glass considering the season of the year. This is attributed to the great shortage which has been felt throughout the trade and may be partly due to the filling and shipping of back orders, which have recently been moving more freely as a result of recent favorable shipments of glass from the makers.

The price continues firm and unchanged, the single and double diamond still being quoted at a discount of 15% off the list, while the cut lights are quoted at a discount of 40% off the list.

Higher List Prices Advance Wringers

London, Ont.

WRINGERS.—A sharp advance has been made on the price of wringers which will approximate an increase of from $5 to $8 per dozen. The discount of 20% off the list remains unchanged, the revision being made by advancing the list.

	Doz. List.
Royal Canadian, plain bearing	$102.00
Eze, ball bearing	110 00
Bicycle, ball bearing	115 00
Warranty, ball bearing	127 00
Jupiter, ball bearing	127 00

Above list subject to discount of 20%.

Higher Lists Made on Washing Machines

London, Ont.

WASHING MACHINES.—Owing to the unfavorable situation which has prevailed in the lumber industries washing machines have again been revised upwards by an advance having been made on the list prices.

Some of the new list prices which are subject to a discount of 20% are as follows:

Jubilee, $12.50 each; Dowswell, $12.75; Hamilton, $14; Noiseless, $17.50; New Century A, $19.75; New Century B, $21.75; New Century Junior B, $21.75; Patriot, $23.75; Ideal Water Power, $28; Velox Water Power, $30; Seafoam, engine driven, $55; Seafoam, electric, $120; New Century, electric, $160 each. Above list subject to 20% discount.

Solid Sash Weights Quoted $4.90 100 Lbs.

London, Ont.

SASH WEIGHTS.—The demand continues to be a very heavy one for all kinds of sash balances and the solid and sectional sash weights are in steady demand. This is no doubt a result of the large amount of building which is being carried out this year. The quotation at present current on the solid sash weights, 3 pounds and over, is $4.90 per 100 pounds, while the sectional 1 pound sash weights are quoted at $5.60 per 100 pounds and the ½ pound sections at $6.20 per 100 pounds.

New Quotation on Wire Nails Hold Firm

London, Ont.

WIRE NAILS.—A big demand continues for wire and cut nails and good volumes are moving, although jobbers state their stocks are becoming very light, and are very much concerned for the future, as there seems uncertainty regarding future deliveries. It is believed that the mills are unable to handle the business being offered at present and are booked considerably ahead. However, it is hoped that this situation will adjust itself in the near future. The present quotation on wire nails is $6.25 base and the cut nail quotation is $7.50 base.

Rope Prices Show No Change; Quiet

London, Ont.

ROPE.—A fair amount of business is being handled throughout the trade on rope, although the situation is somewhat quiet. Prices remain very steady and no change is immediately expected. The quotation on manila is 35½ cents per pound, while the sisal is quoted at 22½ cents per pound, and the Beaver manila and New Zealand hemp is quoted at 28 cents per pound base.

Putty Prices Firm Due to Whiting Shortage

London, Ont.

PUTTY.—Prices remain unchanged although the present quotations are very firm. The scarcity of whiting has shown little relief, and manufacturers state they have difficulty in securing supplies. This is attributed to the unsatisfactory condition of the English market, which has been greatly disrupted, due to the recent war activities, and English producers claim they have difficulty in securing sufficient labor at the chalk quarries to handle the heavy demand which is pouring in from all sources. The increased cost of producing whiting from other sources, as well as the difficulty of keeping production up to the requirements of the demand, is also a factor in this market and high, firm prices for putty is the result. The following are the quotations:

PUTTY—	Per 100 lbs.
Standard, 100-lb. drums	8 30
Do., 25-lb. drums	8 55
Pure, 100-lb. drums	10 80
Do., 25-lb. drums	11 05

Prices on White Lead in Oil Remain Steady

London, Ont.

WHITE LEAD IN OIL.—A good buying movement continues for white lead in oil and the present demand is still very satisfactory to all in the trade, it is stated. The present quotations are very firm, although no change has been made in the price. The pure in ton lots continues to be quoted at $20.45 per hundred lbs. and less than ton lots $20.80 per hundred lbs. The Elephant brand in ton lots is quoted at $20.95, and in less than ton lots $21.30 per hundred lbs.

Turpentine Prices Have Sharp Decline of 15c Gal.

London, Ont.

TURPENTINE.—A sharp decline has again been made on the price of turpentine, the quotation being 15 cents per gallon lower. A good sale for turpentine is prevailing notwithstanding the seasonable quiet period which is at present noted throughout the trade.

The shortage of cars is causing some concern amongst the jobbers, although some are still able to procure tank cars. Stocks locally have shown considerable improvement as far as the shortage is concerned, although stocks are as yet none too heavy.

The following are the new quotations:

1 bbl. lots, gal.	2 65
2 to 4 barrel lots, gal.	2 64
5 gal. lots, gal.	2 80

Linseed Oil Declines 3c Gal.; Tendency Down

London, Ont.

LINSEED OIL.—Further improvements have again been made on the linseed oil situation and a decline of 3 cents per gallon has been made this week. Crushers seem to be able to secure better supplies of seed, although the present condition of railway transportation is not promising for large shipments, especially in the immediate future.

The new lower quotations are shown below:

	Raw	Boiled
1 to 2 barrels, gal.	2 27	2 30
3 to 5 barrels, gal.	2 26	2 29
6 to 9 barrels, gal.	2 24	2 27

Less barrels add 15c gal.

WINNIPEG MARKETS

WINNIPEG, July 22.—A heavy budget of advances has been made on many important hardware commodities this week, and the tendency in most cases is for still higher prices. Screw drivers and floor waxes are higher, also wrought iron nipples and couplings, paint and varnish brushes, soil pipe and soil pipe fittings, carpet sweepers, gauge glasses, saw vises, rubber belting, toboggans, smokeless powder, axle grease, crucible steel, wire rope, chemical closets and chemicals, cabinet hardware and drawer locks.

Business, although seasonably quiet, is brisk for this period in comparison with former years. Crops are looking very promising and all in the trade are optimistic for a heavy fall buying movement. Collections are fairly good.

Perfect Handle Screw Drivers Advance 10%

Winnipeg.

SCREW DRIVERS. — The large amount of building being carried on is responsible for a heavy demand for many lines of tools, and higher prices have been made from time to time on various lines, due to scarcity of supplies,

materials, etc. This week records an advance on perfect-handle screw drivers of about 10 per cent. The following are some of the new quotations:

Screw Drivers—4 inch, $4.85 per doz.; 5 inch, $5.70; 6 inch, $6.85; 8 inch, $9.10; 9½ inch, $11.40.

Floor Wax Prices Revised Upwards

Winnipeg.

FLOOR WAX—New and higher prices have been made on floor wax of some makes. The Johnson make is now priced as follows: Household, 42 cents; auto size, 42 cents; pints, 80 cents; quarts, $1.60; 1-2 gallons, $2.70; gallons, $5.70.

Wrought Iron Nipples Now Cost More

Winnipeg.

WROUGHT IRON NIPPLES. — Following recent advances on the price of pipe, nipples have been revised upwards. The 4 inch and smaller is now quoted at a discount of 45 per cent., while the 4½ and larger are quoted at a discount of 32½ per cent.

Wrought Iron Couplings Have Advanced 10%

Winnipeg.

WROUGHT IRON COUPLINGS. — Scarcity of raw materials, as well as the recent developments which have taken place regarding freight deliveries, have been responsible for a further advance on the price of wrought iron couplings, it is stated. The new quotations are as follows: Up to 4 inches, 10 per cent. discount; 4½, 5 and 6 inch, 10 per cent. added to the list.

Higher Prices Made on Paint and Varnish Brushes

Winnipeg.

PAINT AND VARNISH BRUSHES. —The strong prices as mentioned in last week's issue have developed into a higher revision of price and many lines of paint and varnish brushes are affected. The tendency is still for higher prices and manufacturers seem to be tardy regarding the acceptance of booked orders for spring delivery.

Assortments of Varnish Brushes Advance 25%

Winnipeg.

BRUSHES.—Higher prices have been made on some lines of varnish brushes, the new quotations being an advance of 25 per cent. over former prices. Varnish brush assortments containing brushes to retail at from 5 to 25 cents are now quoted at $8.75 per dozen.

Soil Pipe Fittings Revised Upwards

Winnipeg.

SOIL PIPE FITTINGS. — Higher prices have been made on soil pipe by a lower revised discount. The trade are now required to pay the following prices: 2 and 3 inch, 15 per cent. discount off the list; 4 inch, 20 per cent. discount; 5 and 6 inch, 15 per cent. discount, and and advance on the list for 8 inch of 10 per cent.

Cast Iron Soil Pipe Prices Are Higher

Winnipeg.

CAST SOIL PIPE.—New quotations have also been made on soil pipe. The cast iron 5 and 6 inch has advanced 5 per cent. The following quotations are en effect: 2 and 3 inch, add 5 per cent. to the list; 4 inch, 7½ per cent. discount from the list; 5 and 6 inch, add 5 per cent. to the list; 8 inch add 10 per cent. to the list.

Grand Rapids Sweepers Now Cost $57.50 Per Doz.

Winnipeg.

CARPET SWEEPERS. — A higher price has been made on some lines of carpet sweepers. The new quotation on the Grand Rapids make is $57.50 per dozen.

Shipments of English Gauge Glasses Arrive

Winnipeg.

GAUGE GLASSES.—There has been some difficulty in securing sufficient supplies of gauge glasses. This situation has been at least partly overcome by fair deliveries of English manufacture. The quotation on these new arrivals is 70 per cent. off the list, being an advance of about 15 per cent.

No. 77 Saw Vises Now Cost $30 Per Doz.

Winnipeg.

SAW VICES.—Newer and higher quotations have been made on some lines of saw vices. The number 77 is now quoted at $30 per dozen, being an advance of approximately 10 per cent. over previous quotations.

Rubber Belting Now Quoted at 36% Off List

Winnipeg.

RUBBER BELTING.—New and higher prices have been made on rubber belting. The Western and kindred lines are now priced at: 6 inch and under, 36 per cent. off the list.

Smokeless Shotgun Powder is Up 25%

Winnipeg.

SMOKELESS POWDER.—Nearly all lines of ammunition seem to be leaning toward higher prices; this is also true of smokeless powder, and higher prices have been made on some lines. The Dupont shotgun smokeless powder is now quoted at 80 cents per pound for one-pound tins.

Toboggan Prices Join March Upwards

Winnipeg.

TOBOGGANS. — Those preparing for the coming toboggan season will have to pay more for some lines of toboggans. The new prices are now quoted at:

Toboggans—3 foot, $3.00 each; 4 foot, $4.30; 5 foot, $5.00; 6 foot, $6.00; 7 foot, $9.30; 8 foot, $10.60.

Rifles and Shot Guns Have Further Increase

Winnipeg.

RIFLES AND GUNS.—As Hardware and Metal goes to press it is learned that an advance has been made on some lines of rifles and guns approximating an increase of from 5 to 10 per cent.

Buffalo Axle Grease Has Been Marked Up 25%

Winnipeg.

AXLE GREASE.—Axle grease has been selling in large quantities. There seems to be a good supply available, although prices are still soaring, due mainly to the higher cost of production, it is stated. Present day prices are as follows:

Axle Grease—1M, $1.92; 3M, $5.00; 5M, $8.00; 10M, $15.50; 25M, $42.00.

Crucible Steel Wire Rope is 10% Higher

Winnipeg.

WIRE ROPE has advanced 10 per cent., and in line with other commodities made from steel, is very hard to procure in large quantities. The demand for this line is not so great as more staple lines, however, although the volume moving out is seasonably heavy.

The new prices on crucible wire rope are as follows:

Crucible Wire Rope—⅜ inch, $12 per foot; 7-16 inch, $12.70; ½ inch, $14; ⅝ inch, $17.75; ¾ inch, $24; ⅞ inch, $31; 1 inch, $40.

Chemical Closets and Chemicals Are Advanced

Winnipeg.

CHEMICAL CLOSETS.—A 15 per cent. advance has been made on chemical closets and the Wakyte make have been advanced to the new quotations as shown below:

CHEMICALS have also been marked up, the powder now being quoted at 75 cents per package, and the liquid 75 cents per gallon.

Chemical Closets—No. 2, $9.50 each; No. 3, $8[illegible].25; No. 0, $5.25. Special, $7.25 each.

Drawer Locks, Cabinet Hardware, Etc., Higher

Winnipeg.

DRAWER LOCKS.—Cabinet hardware is in the budget of advanced prices and quotations on some lines of the Yale make have been slightly increased. Other lines of inside builders' hardware are also higher in price. The following are the quotations on some of the lines involved:

Drawer Locks—No. 951, $11.20 each; No. 953, $9.60; No. 963, $14.35; No. 965, $14.35.

Croquet Sets Have Good Seasonable Demand

Winnipeg.

CROQUET SETS.—Many are purchasing croquet sets this year and dealers seem well satisfied with the business being handled on this line. The following are some of the prices current:

No. 04, $2.35; No. 06, $3; No. 14, $3; No. 16, $3.50; No. 18, $4; No. 34, $4.20; No. 36, $5; No. 38, $6; No. 104, $5.30; No. 106, $6.30.

Raw Linseed Oil Now Quoted at $2.25 Per Gal.

Winnipeg.

LINSEED OIL.—The tendency for linseed oil prices is still downward, due, it is stated, to the more favorable condition of the flax market. To-day's prices are: Raw linseed oil, $2.23 per gallon, while the boiled is quoted at $2.26 per gallon.

PITTSBURGH MARKETS

PITTSBURGH, July 22.—The iron and steel markets are extremely quiet. Consumers are buying only what they absolutely must have, and that is not a great deal. As sellers are difficult to find when it is so hard to ship it does not require a great deal of demand to give the markets an appearance of strength.

Pig iron and steel producers continue to complain of railroad conditions and it really looks as though they felt the restriction in freight movement more than the consumers. A very awkward market situation is presented. Whether values will advance or decline is almost as uncertain a question as to which way the cat will jump. In pig iron it is almost impossible to buy prompt deliveries, while pig iron is piling up in furnace yards and buyers are consuming less, partly from not having as much business, partly from not getting the pig iron and partly from not getting coke or other supplies. In steel there is the situation of assured prompt deliveries still commanding premiums over deliveries in say two to four months, if the mills really succeed in making those deliveries, and such deliveries in turn being $10 or $20 a ton higher than the Steel Corporation prices, which are for delivery in rotation, the material to be shipped after present obligations to the customer are filled, whenever that may be. As the Independents have been catching up with their order books for months past while the Steel Corporation has been falling farther behind, on account of its heavy bookings, there is easily a possibility of advancing prices by independents on account of the much earlier deliveries they will be able to make, while just along the same line there is a possibility of their prices declining through their orders running out

Shipping Conditions

It is illustrative of the spirit of the times, which is one of criticism and complaint rather than one of enthusiasm and progress, that Service Order No 7 of the Interstate Commerce Commission, requiring that priority be given to coal cars for coal mines, seems to provoke nothing but criticism and complaint, when obviously the order is necessary and is calculated to provide the greatest good for the greatest number. The coal operators insist that it does not give them any more cars, or at any rate not many more, while the blast furnace and steel interests complain that it has taken nearly all their cars away from them. The newspaper reports put it in the form that closings of steel works are "threatened" on account of the car order, as if that would be a calamity, the circumstances being that the mill warehouses and yards are filled with steel, about 2,500,000 tons, while the northwest is threatened with freezing next winter.

There is little doubt but that in general the shipments of steel thus far this month have fallen behind those in the same period of last month. One large interest reports tonnage figures that indicate a decrease of 20 to 25 per cent. So large a decrease can hardly be typical, but it is illustrative of the general situation.

Improvement in railroad conditions is all for the future, it being certain that no definite improvement has yet begun. Executive officials of the railroads seem now to be alive to the situation. One of the most prominent has admitted very publicly that the officials have not been co-operating as they should. One may infer that the lack of co-operation is due in part to the government guarantee of earnings, which was extended for six months after the return of the roads to their owners, or to September 1. It is common talk in steel circles now that the guarantee has not worked out well and hopes are entertained that when the railroads have to make their money themselves they will do better. Practically no one doubts that if the railroads fail in the test it will be impossible to oppose government ownership and operation of the roads. Shippers are, of course, utterly opposed to that, and they wish they could be sure that the railroad officials are equally opposed. The problem is to get more efficiency out of the physical equipment now existing. Buying cars would not help, the difficulty now being that there are more cars than are being moved, and as to enlargement of yards and terminals, which seems absolutely necessary, that will require years of time. Daniel Willard, president of the Baltimore & Ohio and chairman of the executive committee set up July 1 by the railroad officials, says the best average freight car movement was in 1916, 26.9 miles a day (while of late of course the movement has been vastly less) when the roads ought to and probably can move cars 30 miles a day, that 32 per cent. of the movement is empty, when this proportion could be reduced, and that cars are loaded to only 70 per cent. of capacity, a proportion that must be increased. If the other railroad officials, and the shippers, will co-operate the traffic situation can be greatly improved.

Mill Closings

While much has been said of closing of mills there is no definite evidence that the production of steel has declined from the June rate, which was very good. The difference is in finished product, as finishing departments have been closed or have been running at reduced rates, semi-finished steel therefore accumulating. The idea is that the semi-finished steel can be piled more rapidly than the finished product, and that steel now finished to customers' specifications might prove quite unacceptable months hence when the material would be shipped. While this procedure has some objectionable features the influence upon labor is very satisfactory. The more steel that is piled the more the men value their jobs. When finishing departments are closed the mills always endeavor to arrange closings in rotation so that the men will not lose time for long periods. The labor situation is described as fairly satisfactory, but eminently satisfactory as compared with conditions in some other industries.

Pig Iron

Both Bessemer and basic pig iron have sold at $46, valley, or $1 advance, while foundry iron remains quotable at $45, valley. This, however, is almost a nominal quotation, as prompt deliveries only are inquired for and prompt deliveries are scarcely to be had. One large interest has made a few sales at $45 in the past few days, but states that the sales have been made to old customers only, inquiries from new sources being turned down flat. The question is which will come first, a buying movement or a selling movement. Some consumers of foundry iron covered only for the first half of this year but as deliveries were delayed, they still have iron due them enough to run into September, as an average period, and some of this iron is at $28.75, valley, so that it would be quite a jump for such consumers to have to pay $45 on their next purchases. Connelsville coke for spot shipment is about $18 to $18.50 for furnace and $19 to $19.50 for foundry, per net ton at ovens, when 14 months ago furnace coke sold at $3.50. Thus while pig iron prices are high a blast furnace may easily be in the position of losing money.

Shingle Stains for Cottage and City Trade

Average Summer Resort Shows Signs of Neglect in Painting and Staining—City Dealer Can Share Summer Business—Roof is Vital Part of House Construction—Value of Creosote Oil as Preservative Recognized by Railways.

THE cry for economy has extended to practically every article which comes within the category of human requirements, and this factor has been turned to advantage in connection with the sale of paints and other finishes. One line of finishes which has not, however, come in for a great deal of mention is that of shingle stains. This brings us to the question of the service to the property owner through the medium of single stains, as well as their possibilities for paint dealers.

In the case of shingle stains the great trouble in the past has been that they have been looked upon too much as a decorative feature and have therefore been sold as a specialty where they could very well be established as a staple.

Property Owner Has to be Advised

The property owner is offered a valuable service through the use of shingle stains, and there are great possibilities in their sale for the dealer, but so far the property owner has not been made aware of the preservative service of shingle stains and the dealer has not taken the trouble to develop this channel of business by advising him. The fact of the matter is that the preservative service of shingle stains relative to their cost greatly exceeds their decorative values and places them amongst the forefront protective lines of trade.

The decorative value of shingle stains is their least important feature as they are primarily a preservative medium. The largest single element in their make-up is creosote oil with sufficient coloring pigment to give the shade desired. They can never replace paints as they lack both the covering capacity and the protective body, but shingle stains possess greater penetrating power and sink deeper into the pores of the wood, killing the destructive fungi that destroys wood cells. From a decorative standpoint as well, shingle stains can be used on shingles and half-timber construction with much better effect than paint in most cases.

Creosote Oil is Preservative Factor

In the buying and selling of shingle stains the essential element, creosote oil, should always be kept in mind, for there are many stains in which this necessary element for the purposes of preservation is sacrificed by the substitution of cheaper liquids. This is especially so in view of the fact that the main function of a shingle stain is preservation and unless it has the required content to achieve this purpose it is useless. Highly volatile liquids, or those that tend to mix with water and are substituted for creosote in shingle stains, have nowhere near the relative value to the price asked for them that a pure creosote shingle stain has.

As for the possibilities of developing business in this product, it must be borne in mind that shingles, like every other class of lumber, have gone up in price and must therefore be protected in the interests of economy. It must also be remembered that the roof is one of the most vital parts of the house construction and is deserving of special attention. Shingled roofs are quite likely to remain in favor with many people for years to come, and this class of business is therefore well worth planning for. A few gallons of shingle stain applied at the right time may obviate replacement which would be as costly as replacement in any other class of construction these days. If shingles are dipped in shingle stain before laying, the cost of the stain and labor is more than offset by the lengthened service of the roof.

Preserve Railroad Properties With Creosote

The best indication of the value of creosote oil as a preservative is found in the fact that railroads are now having railroad ties, posts, piling, etc., treated with it in the various creosoting plants throughout the country. This impregnating being done under pressure more than doubles the life of such material. Naturally this means great economy and saving of confusion by replacement. The experience of the railroads should be sufficient to convince the property owner that it is good economy for him to make the greatest use of creosote oil for preservation.

One enterprising dealer has made an approximate calculation and discovered the fact that there is an opportunity for the sale of 6,400,000 gallons of shingle stain for use on the shingle roofs of houses in Canada, and taking into consideration barns, churches, schools and other buildings, he figures this total could be doubled, allowance of course being made for metal roofs, ready roofing and other materials.

It is not even necessary for one to resort to such approximate figures to see the great field open for development of shingle stain business. One need only walk down a street of one of our Canadian towns or cities and observation will show to what extent the roofs have been neglected and what false economy this has proved to be.

Sell Stain for Summer Cottages

In addition to the roofs there are trade possibilities for the sale of shingle stain for shingle sidings, fences and outbuildings. Under this heading also comes the great possibilities for trade from summer resorts. There is plenty of shingle stain business for dealers located near a summer resort. The city dealer must not think he is barred from this class of trade either, merely because he is not located at the resort itself. The chances are that a good bulk of his trade goes away for the summer holidays and a good many summer cottages are owned by this trade. When these cottages are being constructed the owner builders secure hardware and other supplies from the city dealer and by a little energetic sales talk this dealer can secure a portion at least of whatever sales of shingle stain he succeeds in making. Many city dealers find that they can sell shingle stains to their trade for their summer cottages as well as paint for their city homes.

Among the freight, baggage and express dumped off at any summer resort station or dock will be found paint, hardware, boat varnishes and some shingle stain. The average summer resort shows signs of neglect from painting and staining perhaps more than any other single community and it is up to the paint dealers to get after this business whether they are near the summer resort district or not.

U. S. EXPORT OF PAINT, VARNISH, ETC., TO CANADA IN APRIL

Exports of ready mixed paint, varnish and zinc oxide from the United States to Canada during April, 1920, were as follows:

White Lead, 20,861 lbs., valued at $2,189; Ready Mixed Paint, 4,077 gallons, valued at $6,057; Varnish, 9,674 gallons, valued at $11,503; Zinc Oxide, 687,232 pounds, valued at $61,969.

Dominion Steel Enters Merger

Halifax, N. S.—The shareholders of the Dominion Steel Corporation at a special general meeting held here last week ratified the proposals to merge their company in the $500,000,000 British Empire Steel Corporation.

Nova Scotia Steel and Iron Company, another of the companies to enter the British Empire Steel Corporation, has already accepted the plan.

MOORE'S Guaranteed PAINTS

SIGN OF MERIT
BEST B&M MADE

"Save the surface and you save all" *Paint & Varnish*

"Save the surface and you save all" *Paint & Varnish*

Morelustre Enamel

For Interior or Exterior Work

Morelustre is especially adapted for floors, stairs, wainscoting, verandah furniture, canoes, etc., and any other surface requiring a durable finish. Is made with weather-resisting pigments, combined with hard-drying, elastic varnish. A high-grade enamel which can be used with equally good results on either exterior or interior work, and is made in twelve beautiful shades and put in small-size packages for the benefit of the consumer.

The dealer will find it profitable, and a good business builder.

Ask for Details of Our Agency Proposition

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto Canada

The Brush Department

Brushes for Various Classes of Work

Dealer Should Know Best Materials and Tools to Recommend for Delicate Finishing Work—Trip Through Finishing Dep't of Railway Shops or Furniture Factories Would Teach Much as to Uses of Bristle, Bear, Badger and Other Brushes

THE fact that a proper explanation of the use of each line of brushes goes a long way with the dealer as well as the customer is evidenced by the recent experience of one of our well-known brush manufacturers.

Few customers of the hardware store's paint and brush departments know that different types of brushes give best results on various classes of work. This is proved by the fact that on taking a look through the large paint or varnish room of our railway shops or furniture factories one would find certain work requiring a bristle brush while other work would require bear hair or badger brushes of different sizes.

One thing is certain—that if the best work is expected on jobs of a delicate nature, as good tools and material as are used by experts is required. And even then the chances are that because the application is made by an amateur the results will not be as good as the work turned out by thoroughly experienced finishers. The handicap to the amateur is therefore already enough without his adding further means of turning out inferior work by the use of wrong tools and materials. Here is where intelligent sales work on the part of the salesmen and the dealer can help a great deal.

As an experiment during the last few weeks the brush manufacturing firm previously referred to, was trying out the trade on good quality brushes for finishing automobiles, furniture, pianos, buggies, etc. In nearly every hardware store, after the dealer had been thoroughly acquainted with the uses of each type of brush he bought some of each line—camel hair, bear hair and badger hair, the quantity being varied according to the location, size and expected requirements of the trade in that community.

Should Use More Discretion in Ordering

Manufacturers Experiencing Much Difficulty With Labor, Freights and Raw Materials—Spasmodic Ordering by Dealers Causes Unnecessary Confusion, Says President of Ottawa Paint Works Limited

UNDER the abnormal conditions prevailing in the manufacture and distribution of merchandise, particularly in regard to difficulties concerning the supply of raw material, labor, freight congestion, etc., hardware dealers should use more discretion in the purchase of paint, according to Mr. Charles Hickman, president of the Ottawa Paint Works, Ltd. These sentiments were expressed to a representative of Hardware and Metal who recently discussed the paint outlook with Mr. Hickman, a recognized authority on such matters.

"Dealers should see that they do not either overbuy or underbuy," said Mr. Hickman, pointing out that under present conditions the paint manufacturers are compelled to use the utmost discretion in this respect, and that they cannot, therefore, be called upon on short notice to deliver any appreciable quantity of paint.

"Some dealers will order to-day and expect us to give delivery to-morrow," said Mr. Hickman, "and the manufacturer is the one who has to stand the loss if he ties up too much money in materials to meet this emergency, to say nothing of difficulties experienced in securing raw materials and in having them transported to the factory."

For the benefit of workmen such as painters, Mr. Hickman thought that people should get in the habit of doing housecleaning and all interior work in their homes during the winter months so as to leave the summer months for all exterior work. This plan would give work for certain classes of labor throughout the whole year, whereas these men are now employed only for a few months each year. Distributing their work over the whole year would decrease the cost of such labor on the individual job, and would therefore bring this class of help within the range of people who cannot to-day afford the high prices which these men are forced to charge. The result would be an increase in the total volume of work available. In painting, for instance, it is evident that more men would be engaged in the trade, they would get more work, and their charges would be made so much more moderate that the volume of painting done would be greatly increased.

Linking this thought with labor troubles of the present day, Mr. Hickman stated that the consuming public was the big factor in the matter and that they as a body do not study the problem. "There is too much organization against them and not enough organization on their part," said Mr. Hickman, "hence labor disturbances, high prices, etc., are brought about."

Mr. Hickman stated that materials were now coming forward fairly well and that with his plant running to capacity the demand is consistent. There was recently some difficulty looming up concerning a possible shut-off of tinplate supplies, but so far this difficulty has not materialized.

"People are coming more to a realization of the value of paint as a preservative," said Mr. Hickman, adding that if no building was done during 1920-21 and present buildings were given their rightful measure of paint for protection, there would not be enough paint produced in Canada from plants running at capacity, to cover 25 per cent. of the requirements. The tendency toward purchase of homes on account of high rentals was one of the reasons advanced for this, it being recognized that owners take much more interest in their dwellings than when renting."

Deliver Boston Varnish Co. Products by Aeroplane

In view of the congestion in railroad transportation, the Boston Varnish Company recently chartered an aeroplane for delivery purposes. It was painted a bright blue color wth the Kyanize trademark in white on the wings and a schedule of calls for delivery to dealers was carried out. A day was spent in each town during which some exhibition flying was done and coupons dropped entitling the finder to a ride in the plane as well as circulars featuring a special free can and brush offer. The dealers were enthusiastic over the publicity given by this medium. It is realized that this is not yet a practical method of delivery owing to the fact that planes are limited in their carrying capacity, but the test, along wih others, proves that the time is not far off when aeroplanes will be used to a great extent in express delivery.

BOECKH'S

Steel-Grip Rubber Set Flat Paint

Boeckh's are those superior made paint brushes which improve painting and give general service with complete satisfaction to their users.

Each brush is made to fulfill all the requirements of an ideal paint brush. The bristles are firmly held in a rubber setting and cannot possibly come out. To give additional security and durability the steel-grip feature is added.

The long, durable bristles give splendid wear and save breaking in new brushes. Remember the wild boar's head in the Boeckh trade-mark.

Boeckh's Paint Brushes have so often proved their superiority to the public in general that it is now a case of not "what brushes will I buy?" but, "where can I get Boeckh's?"

Every Brush Guaranteed.

The Boeckh Company, Ltd.
Toronto, Canada
Established 1856

The bristles can't come out.

If interested tear out this page and place with letters to be answered.

Sales Tax on Oil and Paint Containers

Two Per Cent. Turnover Tax on Value of Oil and Paint Containers—Credited to Dealer on Return—If Not Returnable, Dealer Must Bear Tax Himself—Five-Gallon Cans and Lithographed Cans Not Returnable

SINCE the Sales Tax came into effect numerous complaints have been made by hardware dealers in various parts of the country concerning the action of the oil companies in charging the tax on oil containers. In view of the fact that containers are used over and over again during the course of the year, it is obvious that if the tax is collected every time they are used, and not refunded, that an injustice is being done somewhere. In this connection a Western paper recently carried a letter purported to have been sent from the Toronto office of the Imperial Oil Company to the R.M.A. in Regina, stating that a ruling by Ottawa required that on all wood or steel barrels charged by the company on its invoices a tax of one per cent. must be added to the value of the container. The company hoped to get a more favorable decision later which would allow of a refund being made.

Hardware and Metal has taken this matter up with the Imperial Oil Company in Toronto and has been advised that a new ruling has now been issued, and that whereas up to July 1 the tax on containers was only one per cent., since that date it has been increased to two per cent. on everything, except on importations by the company, as they are looked upon as manufacturer and wholesaler combined. The tax of two per cent. is added to the value of the containers, but is credited to the dealer on the return of the container, provided the container is allowed to be returned. In the case of the Imperial Oil Company 5-gallon cans or containers which are lithographed are not returnable, so that in such cases the dealer is forced to absorb the amount of the tax just as if he was buying the container for his own use. No tax is levied on inter-company transactions.

Similar containers used by paint and other companies, where the value of the container is shown separately and whether returnable or not, are taxed in the same manner.

How Hardwaremen Advertise Paints--No. 17

DRAWING an effective parallel as to the value of paint, this advertisement by Armstrong, Smyth & Dowswell, Ltd., Regina, Sask., compares paint to an insurance policy. Nearly everyone is acquainted with the advisability of being protected to some extent by insurance, whether it be life, property, automobile or any other form, and a great many people have benefited directly from such insurance. The comparison is therefore favorable and makes a strong impression. The ad. says: "You carry Fire Insurance against a possible loss by fire. Have you paint insurance against the certain loss from depreciation and deterioration due to exposure?"

Paint As an Insurance Policy

You carry **FIRE INSURANCE** against a **POSSIBLE LOSS BY FIRE.** Have you a **PAINT INSURANCE POLICY** against the **CERTAIN LOSS** from depreciation and deterioration due to exposure of your house to weather conditions without an adequate covering **COAT OF PAINT?**

Save the Surface and You Save All.

A GOOD PAINT really costs less than a **POOR PAINT,** as it will cover more surface per gallon, and the labor expense is as great to put on a **POOR PAINT.**

Why Not Use the Best?

We carry a full line of **MOORE'S PAINTS,** a special paint for each use. **HOUSE PAINT, FLOOR PAINT, ROOF PAINT, SHINGLE STAIN, FLAT PAINT,** and **TILE-LIKE VARNISH PAINT.**

Armstrong, Smyth & Dowswell, Ltd.

QUALITY SERVICE

The Luxeberry Painter Says:

"Among the penny-wise, pound-foolish folks are thrift-fakers who save a few dollars on the price of varnish, and within a few weeks have to spend twenty times more than they saved to scrape it off and refinish. The only varnish bargains are those that combine beauty and a long-wearing period. This is why I have used Berry Finishes during my entire business life."

"Berry" brands sell readily because they have behind them a sixty-year record for dependability.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver B.C.
Wood, Vallance Hardware Co., Ltd., Nelson B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties

DETROIT, MICHIGAN WALKERVILLE, ONT.

Brushes Built for Real Service

Why Not Sell Brushes that Give Real Service?

TRADE SIMMS SET IN RUBBER MARK

PAINT BRUSHES

can be used in alcohol, varnish, parafine, crude oil, grease, kalsomine, glue, paste, paint remover — **anything**—and yet retain their usefulness.

There is nothing known that will cause the bristles to come out.

The composition used in Simms Brushes will stand any kind of usage or misusage—and not a bristle will loosen.

For years your painter customers have been looking for just such a brush.

Stock up and secure their trade and goodwill.

Our other products are also of the same high quality

Brooms
Whisk Brooms
Shoe Brushes
Stove Brushes
Lather Brushes
Scrubbing Brushes

Order from our nearest branch.

T. S. SIMMS & Co., LIMITED

Makers of Better Brushes and Brooms for 54 Years

Head Office : ST. JOHN, N.B. MONTREAL TORONTO LONDON

If interested tear out this page and place with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 22.—The features of this week's paint markets are those of a weaker tendency on linseed oil, and of a firming tendency for varnishes. While linseed oil basis is unchanged, favorable quotations are being made on large quantities of oil for immediate delivery. The continued receipt of English oil is a big factor in regulating the price of Canadian crushed oil and some are expecting that still lower prices will be effective. Stocks of seed for crushing are said to be adequate, but the demand from dealers and hardware trade generally is much smaller than it was. Some round lots have been sold to various manufacturers and this is a very satisfactory condition from the crushers' viewpoint. The varnish market is a very strong one, gums being hard to procure, and all indications pointing to higher prices. Generally speaking, the paint markets are seasonably quiet.

Slow Delivery Holds Up Turpentine Stocks

Montreal.

TURPENTINE.—Turpentine is holding at the price quoted last week for fall deliveries. It is pointed out that it takes from four to six weeks to obtain delivery of orders which are placed with Southern shippers, so that, while the market has been ruling easier, it is difficult to forecast what prices may rule in a month or six weeks hence. The demand is seasonably light.

Turpentine—	Imp. Gal.	
Single barrels	2 85	3 00
Small lots	2 95	3 10

(Packages extra.)

Lower Linseed Oil Is Still Expected

Montreal.

LINSEED OIL.—The basic quotations this week are unchanged from those of last, although there is still a weaker undertone. The arrival of English oil serves to keep the price of Canadian oil on a lower level. While dealer demand for oil is rather limited at the present time, one large crusher pointed out that orders received from various manufacturing plants throughout the country were decidedly active. This calls for considerable quantities of oil, and in view of the fact that demand otherwise has been limited, Hardware and Metal understands that competition has been quite keen. In view of this prices have been shaved pretty close in some instances. The flaxseed market reacted upward early in the week 19 points, this being induced by somewhat unfavorable crop reports from the West, where excessive heat, which was then reported, would, if continued, materially affect the yield. Some expect that prices have reached their low point, while others look for a still further decline.

Raw—	Imp. Gal.	
1 to 2 barrels	2 05	2 15
3 to 4 barrels	....	....
Boiled—		
1 to 2 barrels	2 07½	2 17½
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Steady Paint Prices; Business Is Fair

Montreal.

PAINTS, SPECIALTIES.—The movement of prepared paints has naturally been more limited during the past two or three weeks. Midsummer conditions are satisfactory all around, however, and manufacturers expect that the quiet condition will be of short duration. Prices are steadily maintained without change.

Varnish Basis Strong; May be Higher Prices

Montreal.

VARNISHES.—The outlook for higher prices on varnish is such as to indicate that an advance may be made in the near future. Manufacturers state that they have been holding off advancing prices as long as possible, and will do so for some time yet. Hardware and Metal understands that one large manufacturer had already advanced prices, but, that, to date, this is the only increase in price which has been put into effect. The difficulty of getting gums from the Orient, the labor difficulties there, and transportation difficulties form the outstanding features confronting the manufacturer. There is a very active demand for various grades of varnish and prices are decidedly firm with the prospect of advances being made during the next few weeks.

Putty Sales Less But Basis Is Held

Montreal.

PUTTY.—The sale of putty is somewhat more limited, but considering the midsummer season the movement has been well maintained. Although linseed oil prices have declined, the difficulty of getting adequate supplies of whiting from England has constituted a problem to offset the declining price of the oil.

PUTTY—	5 ton	1 ton	ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

White Lead in Oil Is Held on Steady Basis

Montreal.

WHITE LEAD IN OIL.—The improvement of white lead in oil, from a seasonable standpoint, is very satisfactory. Prices are maintained without change, five-ton lots of Government standard lead selling on the basis of $19.50 per 100 pounds; ton lots $20, and smaller than ton lots $20.35.

Demands For Double Glass Exceed Supplies

Montreal.

GLASS.—The sale of glass continues quite active, and it is likely that 1920 will record one of the best seasons in history. Supplies from Belgium have naturally been coming to hand in smaller volume in view of the higher prices quoted by the Belgian producers. There has been a scarcity of double strength glass for some time, and the supply has not been ample to meet demands made on manufacturers and jobbers.

TORONTO

TORONTO, July 22.—The paint market shows little change this week, and business is seasonably dull. Turpentine quotations are very firm and some are expecting that higher prices will be made in the near future. Linseed oil stocks are in better condition and seed is freer. Crop conditions in Western Canada augur well for a good crop of seed for next season's oil and should also go a long way to stabilize business.

There is still a scarcity of putty, as a result of the whiting shortage. Dry colors are also none too plentiful, and greens especially have light stocks. Collections are still very favorable and notwithstanding the quiet buying period jobbers state they are doing a good volume of business on repeat orders.

Firm Price Holds on Shellac and Varnish

Toronto.

SHELLAC AND VARNISH. — The continued demand for varnish and shel-

It's Well Advertised

Glidden Endurance Paint is well known among paint users. They know its high quality and are asking for it. Glidden Advertising is continually telling the Glidden story and winning customers for Glidden dealers.

The great popularity of Glidden Endurance Paint makes it a profitable line for you. It means quick turnover and quick turnover means money in your cash register. Don't crowd your shelves with unknown brands that move slowly. Glidden Endurance Paint is in constant demand and a source of continued profit.

Put in a supply of Glidden Endurance Paint at once. Its popularity and reliability will prove a valuable asset to your business. Write for the Glidden Dealer's Proposition.

THE GLIDDEN COMPANY, LTD., Toronto, Ontario

BRANCHES : Montreal and Winnipeg

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be answered.

lac of all kinds is very satisfying to those in the trade, especially for this season of the year. Present prices continue firm and there is no reason to expect a change in price. Quotations are as per paint quotation page.

Fair Movement of White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—Heavy demand still continues for white lead in oil, considering the season of the year, which is usually quiet about this period, and a fair demand is still being made, it is stated. The situation has a tendency to keep all the trades very busy. The present quotations remain firm. White lead in oil in ton lots continues to be quoted at $20.35 per 100 lbs., while in less than ton lots the quotation is $20.70 per 100 lbs.

Repeat Orders Heavy For Ready Prepared Paint

Toronto.

PREPARED PAINT.—Notwithstanding the season of the year when it is usually very quiet owing to the holidays, and other reasons, repeat orders have been coming in very satisfactorily for ready prepared paint, and nearly all the trade are very well satisfied with the amount of business which has been handled for this commodity. There seems little possibility for lower prices in the near future, notwithstanding the fact that some ingredients have been gradually declining in price, and many are looking for this line to hold a steady price for some time to come. The quotations are as per current quotation page.

Still a Scarcity For Various Dry Colors

Toronto.

DRY COLORS.—The prices of dry colors remain firm and steady, and no changes have recently been made in the price. Large quantities are still in demand and there are some colors, such as green, which are very hard to procure. The present quotations are as per current quotation page.

Season's Demand For Glass Heavy; Price Firm

Toronto.

GLASS.—The demand for nearly all sizes of window glass continues to be very heavy, and as the many houses are being completed, builders seem to be anxious to get the lights in the windows to make sure of delivery before the rush, which usually comes in the Fall season. There is still considerable scarcity of some sizes, although warehouse stocks are said to be in a better positon to supply the trade. American producers are still closed down according to their annual custom, and it is not expected their fires will be started again for several weeks. Jobbers state that the American firms seem to have been better caught up with their orders before the last fire than was expected and many are hoping for supplies to come on more freely.

Communications from Belgian manufacturers show that they are having some difficulty with their workmen and glass cutters especially have been causing considerable disturbance through strikes and other reasons. This, however, they hope to soon overcome, and many have hopes for fair deliveries from this source.

The price remains unchanged. Single and double diamond are still being quoted at a discount of 15 per cent. from the list, while the cut lights are quoted at a discount of 40 per cent. from the list.

Putty Prices Firm; Fair Volumes Moving

Toronto.

PUTTY.—Fair deliveries are being made on putty and while business generally is rather quiet owing to the season of the year when many are away for their yearly holidays and other reasons. There is an indication that some are securing their buying requirements now so as to be well equipped for when the heavy buying season starts for this commodity in the early Fall. The situation which has developed in putty shows little change, and is reported as coming forward very slowly, and shipments that do come forward are very light. The quotation on putty is very firm and no changes are made in the price which is as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton, 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotation.

Linseed Oil Sales Quiet; Price Steady

Toronto.

LINSEED OIL.—No change in price has been made on linseed oil this week, and the situation is practically unchanged. There is still some English oil on the market. Crushers are beginning to have better receipts of flax seed, and oil is again moving more freely, although business is rather dull owing to the holidaying and in-between season of the year. The following are the present quotations:

Linseed Oil—		
1 to 2 barrels, gal.	2 27	2 50
3 to 5 barrels, gal.	2 26	....
10 barrels and over, gal.	2 24	....
Boiled		
1 to 2 barrels, gal.	2 30	2 53
3 to 5 barrels, gal.	2 29	....
10 barrels and over, gal.	2 27	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Turpentine Prices Firm; May Advance

Toronto.

TURPENTINE.—This week's quotation is considerably firmer, although no change has been made on local quotations. The market in the South is gradually strengthening, and some have it that the recent low point quoted for this year's crop was below production cost, and notwithstanding the quiet demand prices are already beginning to climb. The following are the present quotations:

Turpentine—	Per Imp. Gal
1 barrel lots	2 65
2 to 4 barrel lots	2 64
5 gal. lots	2 95

Commissioner Says German Goods Coming to Canada

In an address delivered before the Montreal Branch of the Canadian Association of British Manufacturers and their representatives, held recently. His Majesty's Senior Trade Commissioner to Canada and Newfoundland, Captain Evan J. Edwards, stated that considerable quantities of German goods were coming into Canadian markets.

Captain Edwards stated that representatives of British manufacturers here were being requested to represent German firms on the promise of larger commissions and prompt shipments of goods. Captain Edwards expressed his feeling that manufacturers' representatives here should make frequent calls on the trade, and even though they could not immediately supply such goods as are wanted, endeavor to hold the custom of those who had been used to buying British-made goods. In time conditions would gradually right themselves, and goods would be forthcoming then in the necessary quantities.

Captain Edwards believed that agents here representing British houses could help matters cooniderably by urging their principals in the Old Country to allocate a certain proportion of their output for the Canadian markets exclusively.

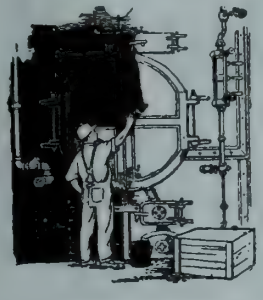
Annual Sales Convention of the Stanley Works

The annual sales convention of The Stanley Works, New Britain, Conn., was recently concluded. Joint sessions were held of The Stanley Works and The Stanley Rule & Level Company's salesmen and officers with Vice President C. F. Bennett presiding and addresses given by President E. A. Moore, Vice-President R. N. Peck and Vice President C. F. Bennett. Matters discussed included production and new goods, process of manufacture, selling and advertising policies, the concluding session was turned over to salesmen from the different sales divisions and much valuable discussion took place.

Barrett Roofings, Cements Industrial Paints etc.

ANY Product bearing the name "Barrett" is first of all a quality article. It is also a fast seller because it insures customer satisfaction. The products described below are the result of long years of manufacturing experience and each of them is the best product on the market for its particular use.

Our advertising in the leading publications and newspapers is telling your trade that the Barrett trademark is always a sure pledge of dependability.



Everjet Elastic Carbon Paint

This high quality, moderately priced, protective carbon paint has the same base as the famous Barrett Specification Pitch. It is positively proof against weather, steam vapors, acids and alkalies. It can be used on either metal or wood and wears stubbornly under the most severe conditions.

Although Everjet Paint has been on the market less than ten years it is used extensively by railroads and large industrial concerns all over the Dominion.

It is particularly recommended for exposed metal surfaces such as machinery, farm implements, tin roofs, smokestacks, etc., as it gives perfect protection against rust—the greatest destroyer of metal.

Easy to apply and comes ready for use in the following sized containers: Barrels (about 40 gals.); ½ Barrels; 5 and 10-gal. cans and 1-gal. cans, Lithographed (cases of one dozen).

There is a big field for Everjet Paint in every community. You can recommend it to your customers with the utmost confidence.

Everlastic "Rubber" Roofing

The fastest selling roll roofing on the Canadian market. Low in price—high in quality—long in service—easy to lay—thoroughly waterproof. Comes in three weights, light (1-ply), medium (2-ply), heavy (3-ply). Rolls of 108 square feet. Nails and cement packed with each roll.

Everlastic Liquid Roofing Cement

The greatest material in the world for resurfacing worn-out felt and "Rubber" roofs. Comes all ready for use, is easy to apply and forms a smooth, durable, weather-proof coating which adds years of service to the old roofing at very small cost.

Put up in all sized packages from 1-pint cans to barrels of 40-gallons.

Elastigum Plastic Patching Cement

A tough, elastic, waterproof cement for general repair work and waterproofing purposes. Known as "The Plastic Cement of a Thousand Uses."

Unequalled for patching holes in roofs, repairing flashings and gutters, stuffing cornices, etc., etc.

Comes ready for use in 1-lb. tins (24 to the case); 5-lb. cans (12 to the case); 25-lb. packages; 100-lb. packages; ½ barrels of about 300 lbs. and barrels of about 600 lbs.

Creonoid (Fly-Oil) Lice Destroyer and Cow Spray

An inexpensive and effective destroyer of flies, lice and vermin on livestock and poultry. Its use means healthier horses, fatter hogs and increased production of milk and eggs.

Creonoid is a sure and fast seller in every progressive farming community.

Comes in 1-gallon cans (12 to the case); 5 and 10-gallon cans; ½-barrels and barrels.

ST. JOHN N.B. HALIFAX, N.S.
SYDNEY. N.S.

The Barrett Company LIMITED

MONTREAL TORONTO
WINNIPEG VANCOUVER

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	17 60
No. 3, doz...........	19 80
No. 4, doz...........	21 56
No. 5, doz...........	23 76
No. 6, doz...........	26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	13/16.....	$12.00
4/16.....	6.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$2 75
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 [illegible]
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.

Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.

Machine Bolts, 7-16 in. dia. and larger, list plus 10%.

Sleigh Shoe Bolts, all sizes, list plus 10%.

Coach and Lag Screws, 15%.

Square Head Blank Bolts, list plus 10%.

Bolt Ends, list plus 10%.

Plow Bolts, 1, 2, 3, HEADS, net list.

Plow Bolts, others, list plus 20%.

Elevator Bolts, large heaad, list plus 10%.

Elevator Bolts, corrugated heads, 20%.

Fancy Head Bolts, list plus 10%.

Shaft Bolts ($3 list), list plus 10%.

Step Bolts, large head ($3 list), list plus 10%.

Whiffletree Bolts, list plus 10%.

Nuts, 2 in., and smaller, square Blank, add to list $2.25.

Nuts, 2 in. and smaller, square Tapped, add to list $2.75.

Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $0 93

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 44
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....

Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

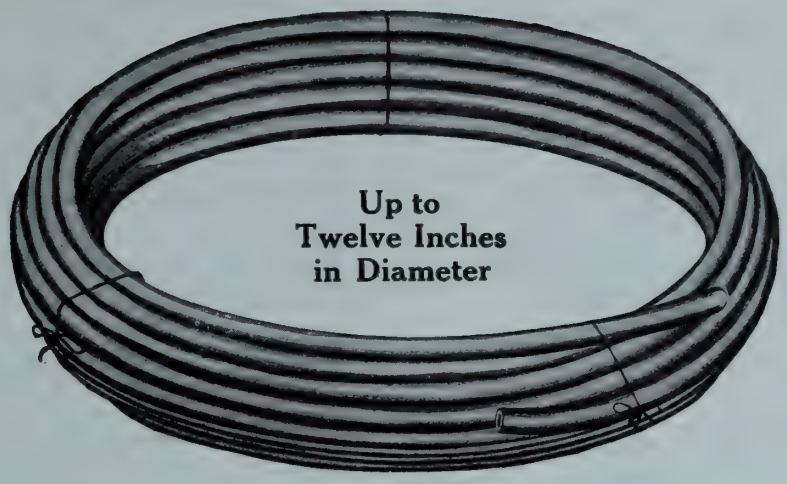
⅛.........	$0.45	19/32......	$1.20
6/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

WE MAKE LEAD PIPE

LEAD TRAPS

LEAD BENDS

SHEET LEAD



Up to Twelve Inches in Diameter

IMPERIAL SOLDERING PASTE

WIRE SOLDER

BAR SOLDER

THE FAMOUS

HARRIS HEAVY PRESSURE

And All Grades of Babbitt Metals

WE CAN QUOTE INTERESTING PRICES

THE CANADA METAL CO., LIMITED

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.
MONTREAL
Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

Steady Business

THERE are many people buying bicycles right along both for pleasure and business.

Are you making every effort to capture this business by selling them a bicycle that will give consistently good service? To do so will promote further business for your store.

Assure yourself of gaining goodwill by handling the bicycles that give complete satisfaction—

C·C·M·Bicycles

RED BIRD—PERFECT—MASSEY
COLUMBIA—CLEVELAND
GENDRON—IVANHOE

90% Made in Canada—100% Value

Canada Cycle & Motor Company, Limited
Montreal, Toronto, WESTON, ONT., Winnipeg, Vancouver

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank.. 27½%
Straight Shank 27½%
Straight Shank, wire 27½%
Taper Shank 27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer........ 50
Nov. 1, 1899. %
Kearney Foot, Arcade.... 50
J. Barton Smith, Eagle..... 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 27½
Black Diamond 27½
Delta Files 20
Firth Files 50
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont
4 in. and under	60%	50%
4½ in. and larger	50%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs. 5 50
Bi-Treadle, each 9 75
Cycle BB 9 40
40 to 200 lbs. 5 00
12 in. x 2 in., each 1 00

GRIND STONE FIXTURES

Doz.
No. 22 .... $ 9.00
No. 33 .... 10 70
No. 2½ 11 15
No. 3 .... 11 70
F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in. 13 80
Black, rope tie, 1 in. 14 00
Black, rope tie, 1¼ in. 16 80
No tie, 1 in. 21 60
No tie, 1¼ in. 24 60

HALTERS, ROPE Doz.

Sisal, 7-16 in. $25 00
Do., 9-16 in. 38 00
Jute, 7-16 in. 25 00
Do., 9-16 in. 38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to 2 lbs. ....
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft....$23 00
Corrugated, ⅝ in., 100 ft.... 26 00
Corrugated, ¾ in. 29 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set $2 20
Mrs. Potts, No. 50, nickel-plated, set 2 30
Mrs. Potts, handles, japanned, doz. 2 10
Common, plain, 3, 4 and 5 lbs. 15.60
Common, plated, 4-5 lbs. 17.50
Common plated, 6 lbs. and up .....
Plain, 6 lbs. up 12.40
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point $16 50
Lightning 15 00
Heath's 15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain........ $15 00
Do., Japd. 15 00
Long Globe, plain 15 00
Do., Japd. 15 00
Dash, plain 18 75
Do., Japd. 19 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short 1 20
Cold blast 1 00 1 10
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.
Cold blast, genuine ruby 5 50
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb. No. 4.......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
Momentum	20 25
New Century, style A	19 75
New Century, style B	21 00
New Century Electric	155 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Red Star	21 50
Time Saver, electric	114 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in...... $2.40
Carpenters', No. 3 .... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $14.25
Pick, doz. 14.25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS Doz. Net

Liquid Veneer		$16 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 00
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 85
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 35%
Woodyatt 25%
Empress 25%
Mayflower 25%
Star, Ontario, Daisy 25%
Each, Net
Brockville K ....Plus 10%
Brockville C .... Net
Brockville BB .... Net
F.o.b. Toronto, Guelph. London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.25.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.35; London, $7.50 base; Toronto, $7.50.

Roofing Nails — American, large head, keg, $10.75; 25-lb. boxes, per 100 lbs., $11.75.

F.o.b. Montreal, Toronto, Hamilton.

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

Establishing the Reputation of a New Firm or Extending the Reputation of an Old One

When the shrewd, modern advertiser has successfully harnessed the great power of publicity to his business, his next operation is the selection of a definite objective. Perhaps one of the most familiar objectives that makes his continuous advertising productive and profitable is the establishing or extending of the firm's reputation by a regular weekly message to the whole hardware trade of Canada setting forth the claims and policies of the house. The trade invariably prefers to purchase from a concern that has become familiar in the pages of their favorite trade newspaper—HARDWARE AND METAL.

Presenting A New Catalog

THE STANLEY WORKS

BALL BEARING
BUTTS

Sent on request—Ask for R74

Canadian Representative:

A. MacFARLANE & CO., - Coristine Bldg., Montreal

STANLEY PRODUCTS

The Stanley Works-New Britain, Conn., New York, Chicago.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand

Capewell— Per 25-lb.box

No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible— Per rod

1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	.....
U.S. Navy (spun)	22 00
U.S. Navy (unspun)	20 80
Plumbers' (spun)	10 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 27½
Palacine, gal.	0 30½
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 27½
Black oil (winter)	0 28
Imperial Kerosene tractor	1 35
Capital, cylinder	0 88½
Machine oil, regular grades	0 54½
Imperial gas engine oil	0 59
Paraffine	0 38

List, less 15% on above.

Polarine Oil, list	1 35
Polarine Oil, heavy, list	1 35
Polarine A, list	1 35
Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 85
Gargoyle Mobiloil BB	1 80
Gargoyle Mobiloil A	1 60

List, less 25% on above.

Fuel oil, bbls., net	0 20
Fuel oil, tank cars, net	0 18

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 90
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 65	
Dry Fibre, No. 2, Anchor	1 25	
Tarred Fibre, Anchor, No. 1	1 75	
Tarred Fibre, Anchor, No. 2	1 40	
Surprise Fibre	1 30	
"Stag" Sheathing	1 10	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 70	
Cyclone (dry)	1 65	
Cyclone (tarred)	1 75	
Joliette (sheathing)	1 25	
Joliette (tarred)	1 40	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	9 00	
Straw, sheathing, heavy, dry, cwt.	7 75	
Do., tarred, per cwt.	7 75	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	11 90
6 to 7 lbs., doz.	13 50	13 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons), 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 13	7 26	5 43	7 56
⅜ in.	5 13	7 26	5 43	7 56
½ in.	6 84	8 42	7 27	8 84
¾ in.	8 45	10 58	9 03	11 16
1 in.	12 50	15 64	13 35	16 49
1¼ in.	16 91	21 16	18 06	22 31
1½ in.	20 21	25 30	21 59	26 68
2 in.	27 20	34 04	29 05	35 89
2½ in.	43 00	53 82	.....	.....
3 in.	56 23	70 38	.....	.....
3½ in.	71 30	88 32	.....	.....
4 in.	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$30 90	$37 74	$34 60	$41 44
2½ in.	45 34	56 16	51 19	62 01
3 in.	59 29	73 44	66 94	81 09
3½ in.	73 14	90 16	82 34	99 36
4 in.	86 66	106 82	97 56	117 72
4½ in.	0 98	1 23	1 24	1 49
5 in.	1 15	1 44	1 44	1 73
6 in.	1 49	1 86	1 87	2 25
7 in.	1 94	2 43	2 42	2 90
8L in.	2 04	2 55	2 54	3 05
8 in.	2 35	2 94	2 92	3 51
9 in.	2 81	3 52	3 50	4 21
10L in.	2 61	3 26	3 25	3 90
10 in.	3 36	4 20	4 18	5 03

Terms, 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 15% to list.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. M ntreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

	Tor.	Mont.
	Per box	
IC, 20x28 112 sheets	....	27 00
IX, 20x28 112 sheets	....	30 00
IXX, 20x28 112 sheets	....	33 00
IXXX, 20x28 56 sheets	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 75	2 75
Everlastic, 3 ply	3 20	3 20
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 60	2 55
Panamoid, 3 ply	3 05	2 95
Red Star, 2 ply	2 13	2 18
Red Star, 3 ply	2 55	2 60
Liquid roofing coating, per gal., in bbls.	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	9 25	9 25
Coal Tar (crude)	8 00	8 00

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.
Star standpaper 12½% off list.
B. & A. emery cloth, 52½% on list.
F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50
Discount 10/5%.		

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamiltor.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

"I Drove 8 Blocks To Buy Oil Here Because You Have A Bowser"

"I used to buy gasoline and oil wherever I happened to be near a supply, and my car was never giving me the same uniform action I desired. Now, since I come here, my motor is running fine."

Such is the story told to countless BOWSER owners.

BOWSER ESTABLISHED 1885 **Storage Systems**

Bring Profitable Trade

Once you have a BOWSER Curb Gasoline Pump installed you begin to get the motorist's trade. The BOWSER Lubricating Oil Storage completes the service.

Then you have Satisfied Trade, Clean, Accurate, Safe and Profitable Business, because BOWSER SYSTEMS bring just such results.

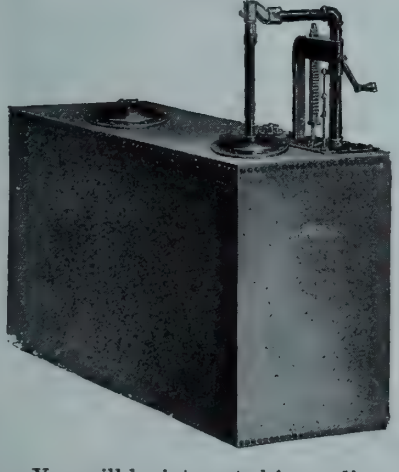


Figure 64
Lubricating Oil Storage For Single Unit or Battery Installation

You will be interested in reading our literature and studying the pictures of actual installations. Write for it.

S. F. Bowser Co., Ltd.

66-68 Fraser Ave., Toronto, Ont.

Branch Offices in 21 Cities of the United States

LONDON 32 Victoria, S.W. 1 — PARIS 5 Rue Denis-Poisson

HAVANA Lonja Del Comercio 427 — SYDNEY 6 Castlereagh Street

BY INVITATION MEMBER OF — NEW YORK, U.S.A.

Beatty Bros. Limited Bulletin

A Double Set of Ball Bearings

W. J. CALVERT,

Mr. W. J. Calvert is one of our most successful salesmen, calling on the Hardware Trade. He works under the direction of Winnipeg branch. He has had an extremely varied experience and is unusually well liked by his customers. He has considerable musical ability and has, in the past, conducted a band.

Everyone is impressed by the *easy running* of the Red Star Washer. This is not only one of its greatest selling points, but a tremendous advantage to the woman operating it. There are many reasons for this feature. One of them is illustrated by the drawing above.

The dolly shaft runs on *two sets of bicycle ball bearings.* This great advantage, combined with compact design, solid iron bed plate and machine-cut gears makes the Red Star the most smooth, easy-running and noiseless washer you can get.

Your customer will want one as soon as she sees how easily it works.

Beatty Bros., Limited

Fergus — London, Ont. — St. John, N.B.
Winnipeg — Edmonton — Vancouver
Montreal — London, Eng.

If interested tear out this page and place with letters to be answered.

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.

00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 50
20 gauge ...	.....	11 05
18 and 20 ga.	11 60	....

F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 10
Kegs 7 10

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$25 50
Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each .... $? 50
No. 530, each 10 50
No. 630, each 13 50
Hot Blast ....Plus 10%
Discount 30% off list.

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount
Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings ....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 add 15% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 50
Jump, No. 1 .... 3 70
Hawley & Norton, No. 1.... 5 60
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $1 04
Cones, 3-ply, lb. 1 00
Do., 4-ply, lb. ....

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 2½%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves
Gate Valves ....Net list
Regrinding Valves ......Plus 7½%
Swing Check Valves .....Plus 15%
Compodisk Valves ....Plus 7½%

WARES, ETC.
Britannic, advance 55%.
Scotch Grey Ware, 45%.
Colonial, 15%.
Imperial Ware, 15%.
Pearl, 15%.
Premier, list, plus 17½%.
Canada Ware, list, plus 17½%.
Crescent, 45%.
Diamond, plus 17½%.
White Ware, 35%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 40%.
Stamped Ware, retinned, 33 1-3%.
Copper Bottoms, plus 35%.
Tinners' Trimmings, plain, 40%.
Tinners' Trimmings, retinned, 33 1-3%.
Tinners' Trimmings, general, list, plus 33 1-3%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 75%.
Cream Cans, list, plus 40%.
Railroad Cans, list, plus 33 1-3%.
Sheet Iron Ware, list, plus 45%.
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 80%.
Fry Pans, Acme, 10%.
Fry Pans, Quick Meal, plus 25%.
Spiders, steel, plus 25%.
Fire Shovels, japanned, list, plus 45%.
Steel Sinks, galv'zed, list plus 35%.
Steel Sinks, painted, list plus 35%.
Light Galv. Pails and Tubs, list plus 45%.
Heavy Galv. Pails and Tubs, list plus 35%.
Hollow ware, add 30%.
Garbage Pails, list, plus 30%.
Jap. Coal Hods, list, plus 60%.
Galv. Coal Hods, list, plus 75%.
Paper Lined Boards, 20%.
Wood-lined Boards, 5%.
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 75%.
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 45%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mon.
Section, 1 lb., per 100 lbs..	$5 10	$5 60	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	5 10	4 90	6 00

WHEELBARROWS
Navvy, steel wheel, doz.....$81 00
Garden Steel, doz. 72 00
Light Garden, doz. 88 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 .
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 15
Galvanized price on application.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 .... $10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 32½%.
Canadian discount, 45%.

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 102 00
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 127 00
Bicycle 115 00
Safety 103 50
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TINKER TOM'S TALKS.

No. 269

The lucky three—showing their exceptional knowledge of Sheet Metal uses by submitting the most complete and comprehensive lists of **modern uses for Galvanized Sheets.**

Winners of Tinker Tom Contest

1st prize . .	**$15.00 cash**	**A. E. Wrigglesworth, Shelburne, Ont.**
2nd prize .	**6.00 cash**	**J. E. Riddell, Jr. Hamilton, Ont.**
3rd prize . .	**4.00 cash**	**Miss Hilda M. Bastow c/o Drummond, McCall & Co., Ltd. Toronto, Ont.**

We will publish the list of products in an early issue of Hardware & Metal, and it will surprise you by its size and scope—**and Premier Sheets are used to make every item on the list.**

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

Look for Talk No. 270 Next Week

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ocre, 100-lb. kegs	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs.	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	6 90
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list: cash 2%.

GLAZIERS' POINTS
Zinc coated, ½ and ¼ lb. packages, 22c lb.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 34½
10s	0 35
5s	0 36
1s	0 39½
½s	0 43½

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$2 35	$1 95
Crates 12 doz., 8 oz.	2 10	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s,, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$12 00
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	$8 25	$9 50
Coal Tar, crude	7 00	8 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 00
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans	Per doz
Stove pipe, ½ pts.—		
B.H.	$1 50	
O.P.W.	1 60	
Anchor	1 40	

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 6-
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

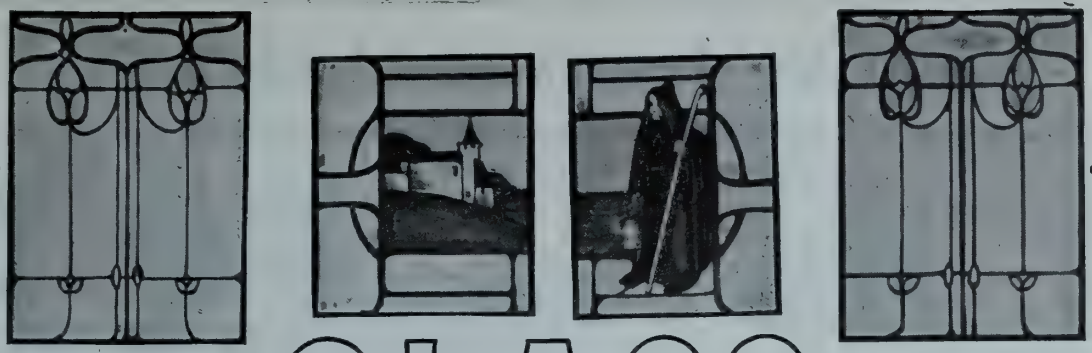
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 68
Johnson's	0 68
Jamieson's liquid wax, gal.	3 50
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. 3 00
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	4 00

F.o.b. Montreal Toronto London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window RED S Glass

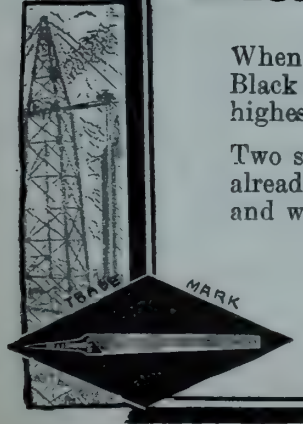
Also Plate, Figured, Bent, Stained, Wired, Mirror and Ornamental Glass.

Order Early.

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester Ammunition, 37½% off Dominion List.

Dominion Ammunition—Discount 45% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16......	$6 00	18/16.....	$12 00
4........	5 00	19........	14 00
5........	5 00	20........	14 00
6........	5 00	21........	16 00
7........	5 00	22........	16 00
8........	5 00	23........	18 00
9........	6 00	24........	18 00
10........	6 00	35........	21 00
11........	7 00	26........	21 00
12........	7 00	27........	24 00
13........	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices.

Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $8.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%: over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots $54 00
5,000 ft. lots 55 00

BOILERS, RANGE

30-gal., each $13 65

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	$5 25
20 oz.	6 75

CHAIN

Coil, 3-16 in., $19; ¼-in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25 per cent.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

Hand, No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 .. ..$13 12
Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot $4 50
100 foot 8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank...	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe. 2 in., per 100 ft.. $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares.

FILES

Globe ....Discount 50%
Nicholson Gen........Discount 20%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.... .	10%
Nipples 4" and under.......	70%

FRY PANS Each

Cast iron, No. 8.......... $1 05
No. 9.......... 1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in..........	$18 60	$24 75
26 to 40-in..........	20 30	24 75
41 to 50 in..........	21 85	25 00
51 to 60-in..........	22 85	28 75
61 to 70-in..........	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast $1 20
Short 1 20
Genuine Ruby 5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs............	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40 ;12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	Per 100 ft. 3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Potts' No. 55, set $2 00
Mrs. Potts' No. 50, set 2 15

Mrs. Potts' common sad iron handles, $1.63 dozen. Mrs. Potts' improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $15 00
Lightning 15 00

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 30c; 36 to 40, 33c.

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz...........	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

Dowswell	$ 9 38
New Century	15 00
Canadian	9 38

MATTOCKS

Pick, $14.25; cutter. $14.25.

MOPS

O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

		12 in.	14 in.	16 in.
Woodyatt		$ 8 50	$ 9 00
Empress		11 00	11 50
Daisy		6 60	6 85
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.50 base; Winnipeg, $7.00. Cut, f.o.b. Winnipeg, $7.65.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in...........	$6 63
30 in...........	8 93
36 in...........	10 50

Stephens'

REGISTERED TRADE MARK

Barn Paint

Insurance for the Farmer
Sales for the Dealer

Stephens Barn Paint does more than merely color the surface —it gives protection, and increases the life of the barn. It is practical insurance against deterioration for the farmer. Through the medium of his farm journals and favorite publications he is well aware of the necessity for saving and protecting his farm buildings from destruction by weather. You can make lasting friends and steady customers with more profit and increased business, by selling the farmers in your district Stephens Barn Paint. Write about our Agency Plan.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs...	$13 00
Clipper, unspun, bale 50 lbs.	12 2.
Plumbers', bale 50 lbs.......	6 75

OILS—

	Gallon
Kerosene	0 32
Gasoline	0 46
Black (summer)	0 33½
Black (winter)	0 34
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65

Discount 10%.

Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application

Discount 25%.

Wm. Penn Motor, medium	1 43
Do., heavy	1 48
French C, medium	0 85
French A, heavy	1 10
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 05
Volunteer, reg. gas engine	0 60
Century castor machine	0 50
Melrose Harvester machine	0 65

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Buttweld,

Per 100 ft. Blk.	Blk.	Steel Galv.
⅛ in.	$ 6 17	$ 8 64
¼ in.	5 76	8 10
⅜ in.	5 90	8 24
½ in.	7 88	9 59
¾ in.	9 77	12 06
1 in.	14 40	17 82
1¼ in.	19 53	24 12
1½ in.	23 40	28 80
2 in.	31 50	38 84
2½ in.	50 94	63 00
3 in.	66 60	82 80
3½ in.	84 60	103 50
4 in.	99 90	122 40
4½ in.	116 10	144 00
5 in.	135 90	167 40
6 in.	176 40	217 80

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	5 72

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in, ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth cr Lightning Blades, $17.75.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 85%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H. & N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 35-5-2% discount.

Colonial Imperial, Pearl, 6-2% discount.

Premier, Canada, Diamond, plus 25%.

Whitewear, 25-5-2%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 87½%.

Stamped Ware, plain, 20-10-7½-2½% discount.

Stamped Ware, retinned, 15-10-5-2% discount.

Pieced Tinware, ordinary list, plus 75%.

Pieced Tinware, copper bottoms, list plus 95%.

Sheetiron Ware, list plus 57½%.

Light Galvanized Pails, plus 57½%.

Tubs—

Light, plus 57½%.

Heavy, 47½%.

Pails and Tubs, plus 57½%.

Jap. Coal Hods, list plus 72½%.

Galvanized Coal Hods, list plus 87½%.

WASHERS—

Size	Case lots	Less
3/16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5/16 in.	18 10	18 60
⅜ in.	16 75	17 25
7/16 in.	15 70	16 20
½ in.	15 10	15 60
9/16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$5 75
Solid	5 50

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U.S.	$ 5 70
General purpose	7 00
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls, $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	..

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 50
8 inch	....	1 69
10 inch	1 81	1 88
14 inch	2 50	2 63
18 inch	3 63	3 75
24 inch	5 25	5 44
36 inch	....	10 13

Always Ready	Black (Dozen)	N. P (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	74 85
Regent	62 40

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Diamond "A" Harvest Tools

Unsurpassed Quality Reputation

Farmers everywhere recognize Diamond "A" Harvest Tools as the ideal service-giving tools. There is great difference in quality between Harvest Tools and Diamond "A" Harvest Tools. Tines are made of Highest Grade Steel—an attractive feature.

Durability and Strength

are two of the leading selling points. The handles are of extra choice selected wood, tapered pattern. Put one in a prospect's hand and the sale is closed.

Write for Special Information and Prices

The J. H. Ashdown Hardware Co., Limited
Winnipeg, Canada
Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

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BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

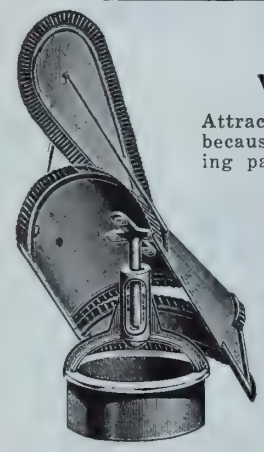
A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



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Volcano Chimney Top

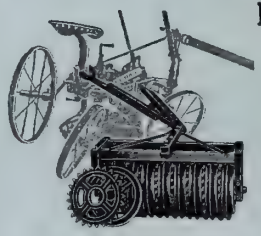
Attracts the customers and closes sales because the Deflector—the lower slanting part shown—receives wind through the sloped opening directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys. Sells readily for homes, stores, churches, factories and as a ventilator for barns and warehouses.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

Plow Attached Packers and Harrows

WE MAKE THE BEST LARGE PACKERS SOLD



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Surface and subsoil also supplied when called for.

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You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency.

Write us for illustrated catalog and details of Arnett Service for your store.

Thomas Lewis Arnett
SOURIS, MAN.

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MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving. They are made to order.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN, U.S.A.

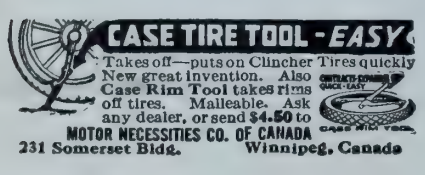
"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA

P. R. BRECKEN, Limited
Manufacturers' Agent
108 Sixth Avenue West
CALGARY ALBERTA



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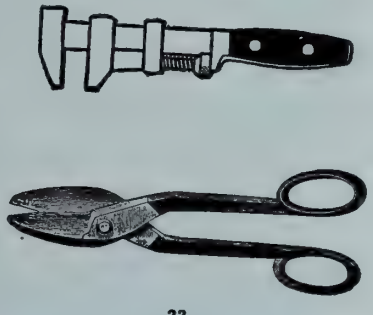
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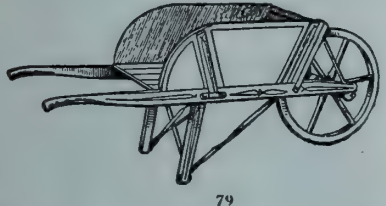
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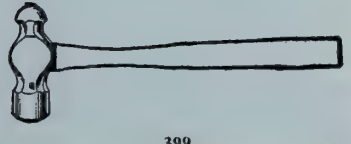
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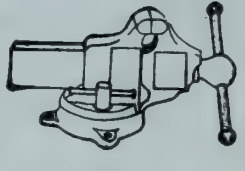
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HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

If interested tear out this page and place with letters to be answered.

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Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

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Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co, Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

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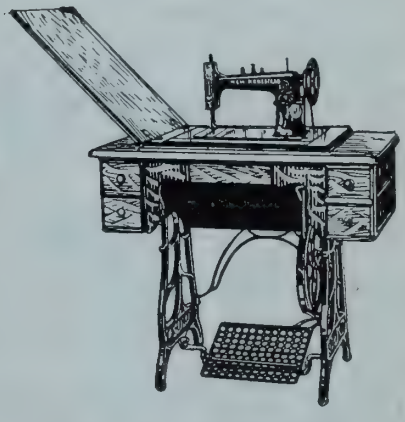

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WOOD, VALLANCE & ADAMS, LIMITED, Calgary
WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson
WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver

THE BUYERS' GUIDE

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Smythes, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
National Hardware Co., The, Orillia, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co., Hartford, Conn.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

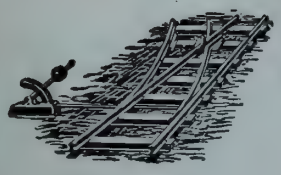
Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

G R

MINISTRY OF MUNITIONS



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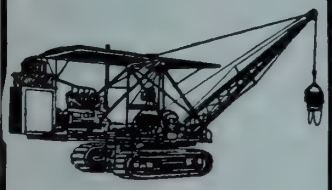
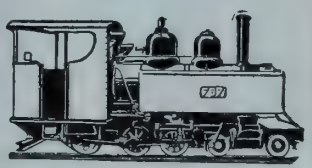
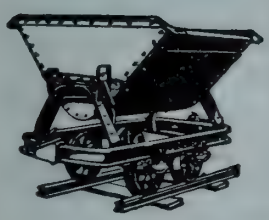
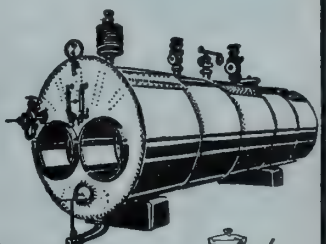


Ferrous and Non-Ferrous Metals
Plant and Machinery
Steam Engines and Boilers
Factory Stores
Machine Tools
Railway Material
Contractors' Stores
Electrical Instruments and Machinery
Medical Stores
Chemical and Explosives
Motor Vehicles
Agricultural Machinery
Aircraft
Furniture
Textiles and Clothing
Boots and Leather Equipment
Motor Boats, etc., etc.







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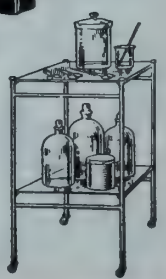
Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



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THE BUYERS' GUIDE

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

G. Brodie Breeze & Co.

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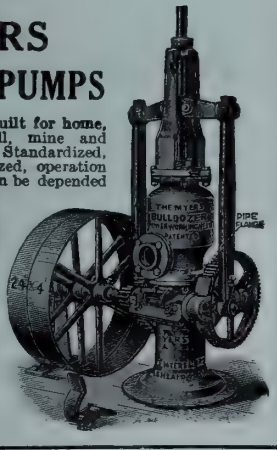

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Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia—McPherson & Teetzel, Vancouver.

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THE BUYERS' GUIDE

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calendar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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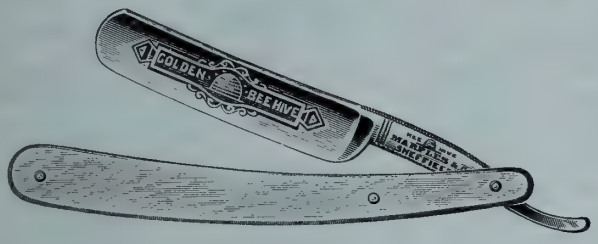

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THE BUYERS' GUIDE

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of Every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Phonographs
Jas. H. Cummings, 180 North State St., Chicago., Illinois.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada. Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

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"Cyclone" and "Joliette" Brand Sheathing
Tarred Fibre Building Paper and Sheathing
Blue Resin Sized Sheathing, Dry Straw Sheathing, Tarred Straw, Carpet Felt, "Surprise" and "Monarch" Sheathing

"Black Diamond" Tarred Felt

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Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
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E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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The Crescent Co., Meriden, Conn.
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Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saw Frames, Hack
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Saw Guards
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Saws, Hack
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The Millers Falls Co., Millers Falls, Mass.

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Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
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Wiebusch & Hilger, New York.

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The Northern Electric Co., Montreal.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

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Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll
J. H. Williams & Co., Brooklyn, N.Y.

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Great West Electric Co., Ltd., Winnipeg, Man.

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Wiebusch & Hilger, New York.

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Chicago Flexible Shaft Co., Chicago, Ill.

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Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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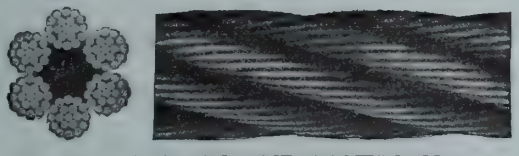

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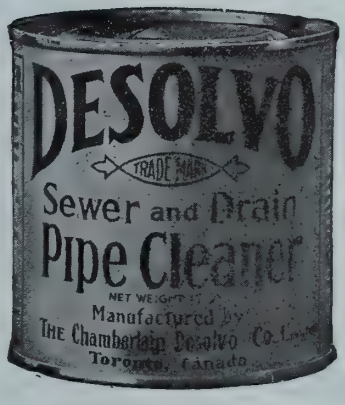

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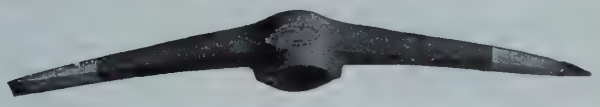

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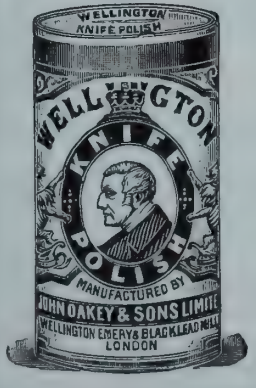

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Sankey & Mason, 839 Beatty Street, Vancouver.

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THE BUYERS' GUIDE

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
Americaan Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells, Ltd., St. Marys, Ont.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Great West Smelting & Refining Co., Vancouver, B.C.
The Hoyt Metal Co., Toronto.

The Super-Test

¶ BEFORE you were asked to buy or try Dunlop Cord Tires, they must undergo a test such as you would never give them.

¶ Tires, just like your garagemen and dealers now sell are put on our own test cars, and away speed the drivers.

—A Test that is kept up day and night.

—A Test that takes in some of the worst roads in the country and the generality of bumps, bad turns, and all the sudden stops that go with them.

—A Test that specifies the number of miles which must be made by the drivers each day and night.

¶ The results of this crucial test, naturally, have an important bearing on our manufacturing policy.

¶ Tested-in-Advance Service aptly applies to *Dunlop Cord Tires—"Traction," "Ribbed."* Can you ask for a greater guarantee than the story the road tells—a story which in the case of Dunlop Cord Tires proves that our manufacturing methods are not only Right but *Dead Right?*

DUNLOP THE UNIVERSE OVER—THE WORLD'S GREATEST RUBBER ORGANIZATION

DUNLOP TIRE & RUBBER GOODS CO., Limited

Head Office and Factories: TORONTO

BRANCHES IN THE LEADING CITIES

DUNLOP TIRES

If interested tear out this page and place with letters to be answered.

FYRAC
Spark PLUGS

Canadian Money at Par

Fyrac in your store is instantly recognized—that *one inch firing surface*, just as it is seen in scores of advertisements.

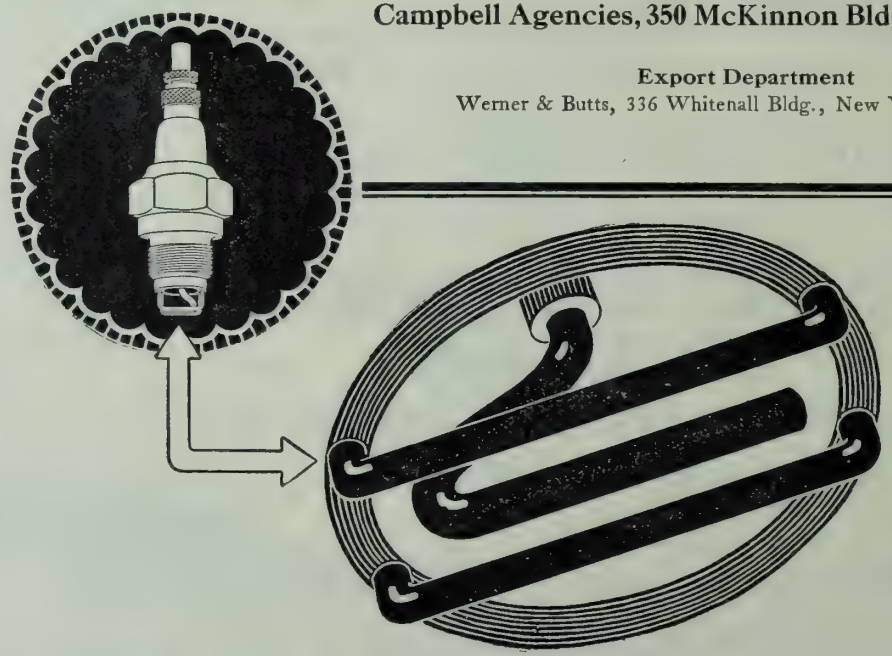
Quick as Fyrac's spark itself, the whole Fyrac story darts through your customer's mind—*one inch firing surface*—instant ignition of every particle of gasoline—freedom from *gasoline-formed* carbon. He is ready to buy.

Be ready to sell—Fyrac.

FYRAC MANUFACTURING CO., *Rockford, Ill.*

Canadian Department
Campbell Agencies, 350 McKinnon Bldg., Toronto, Can.

Export Department
Werner & Butts, 336 Whitenall Bldg., New York, U. S. A.



ONE INCH
FIRING SURFACE

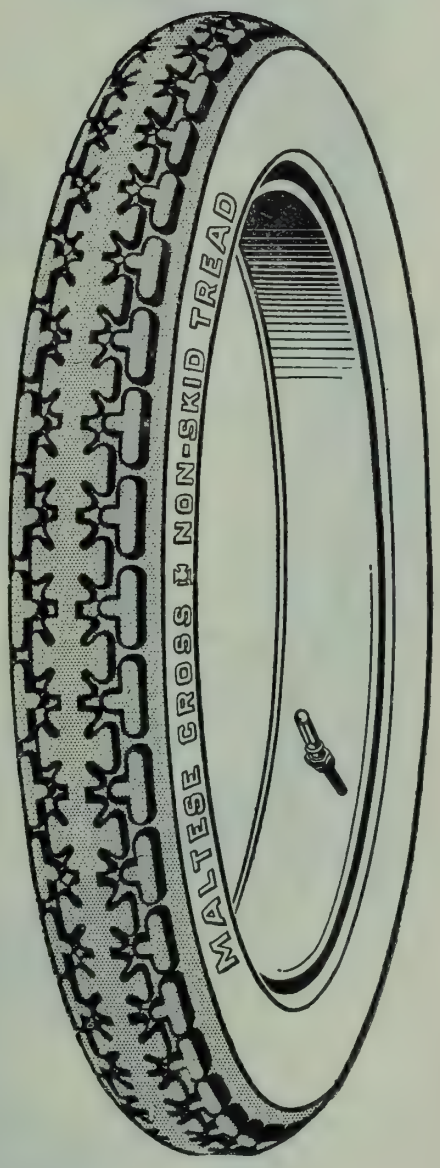
This shows the central electrode, from whose *one inch firing surface* sparks leap the gap to the stout right and left wires, made to live long. *One inch firing surface* insures reliable power, and prevents gasoline-formed carbon.

If interested tear out this page and place with letters to be answered.

GUTTA PERCHA TIRES

"Better Satisfaction"

"Gutta Percha" sales have greatly increased this season. It is not accidental—we expected it. Our constant aim is to build better tires —not necessarily more tires. That our hopes are realized is proven by the satisfaction motorists are getting.



If you are not handling

"Gutta Percha" Tires

you are missing a grand opportunity.

Motorists look with favor on the dealer who offers

"The Tires that Give Satisfaction"

Get in the class of "Gutta Percha" dealers.

Gutta Percha & Rubber, Limited

Head Offices and Factories, Toronto

Branches in all Leading Cities in the Dominion

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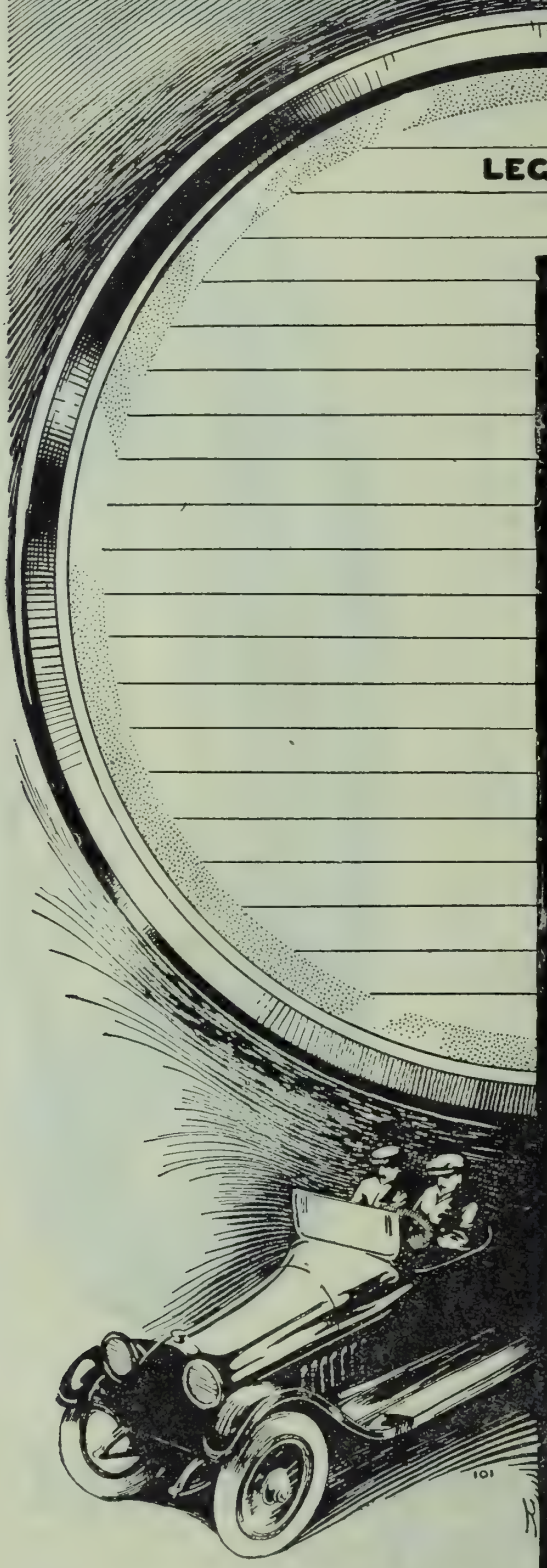
LEGALITE



Comply with the Law

Make Night-Driving Safe

After August 1, 1920, it will be unlawful to operate a motor car in Ontario, unless headlights are equipped with suitable non-glare device approved by proper authorities.

Legalite Lenses comply with the Law

More Light—No Glare

With Legalite Lenses, the light beams are never more than 42 inches above the ground at any distance from the car, as required by the law. You get the light where you need it—on the ground—even when going up or down-hill.

Dealer's Opportunity

150,000 passenger cars, commercial vehicles and trucks—Ontario will be obliged to equip with suitable non-glare headlights within a short time. Be prepared for your share of this business by getting a good supply of Legalite Lenses **at once.**

Prices Per Pair

Sizes 8	to	8⅝″.....	$4.25
Sizes 8¾	to	9⅜″.....	5.25
Sizes 9¾	to	11½	6.75

Special 8½ Legalite Lenses for 1915-20 Fords, Chevrolet "490" and New Overland Four, $3.25.

HYSLOP BROTHERS

LIMITED

TORONTO, ONTARIO

Exclusive Canadian Distributors

If interested, tear out this page and keep with letters to be answered.

Why are all Fords Equipped with Champion

Dependable Spark Plugs

The answer is found in the Ford instruction book which says:—

"The make of plugs with which Ford engines are equipped when they leave the factory, is best adapted to the requirements of our motor."

Since 1911 Fords have been and are now, Champion equipped.

For motor owners who have other makes of cars we have developed a type of spark plug to give that same unfailing dependability for which Ford motors are known. Absolute confidence can be placed in Champion Spark Plugs to carry through any emergency that an engine will stand up under.

The right plug has "Champion" on the insulator as well as on the box.

Display the Champion dealer helps and get your share of the business that our advertising has created.

Order from your jobber to-day.

Champion "X"
A 15—½ inch
Price 90c
Adopted by the Ford Motor Co. as standard equipment on Ford cars since 1911.

Champion Spark Plug Co. of Canada, Limited
Windsor, Ontario

Largest factory in Canada making Spark Plugs exclusively and the only factory making "Champions".

112

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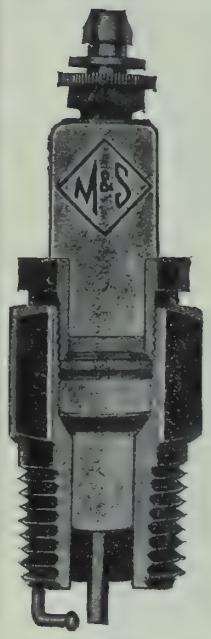


The Plug with the Hotter Spark

M&S

The ball point of the "M&S" spark plug concentrates the current and intensifies the heat. This gives a sure, hot spark—producing better combustion and greater power.

The "M&S" plug is made in all styles to suit every make of car—it is standard equipment on the popular new Overland "4."

The "M&S" plug is made in Canada and guaranteed to give complete satisfaction.

Dealers:—Ask your jobber for the "M&S" plug.

No.	Models
500	½" Standard
501	⅞" Standard
502	⅞" Long
503	⅞" Long with Chevrolet Terminal
506	½" Long
504	Regular Porcelain
505	Chevrolet Porcelain

MACHINE & STAMPING CO., Ltd.
1209 King St. West
Toronto, Ont.

Commercial Dept.
Russell Motor Car Co., Ltd.

25

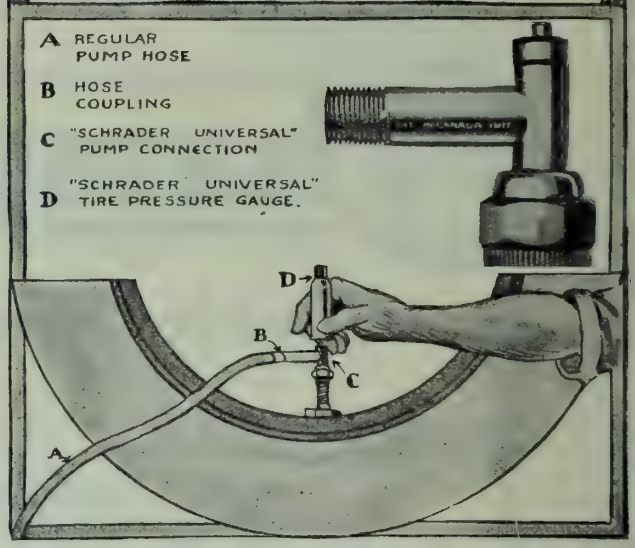
Test Tire Pressure With Pump Hose Connected

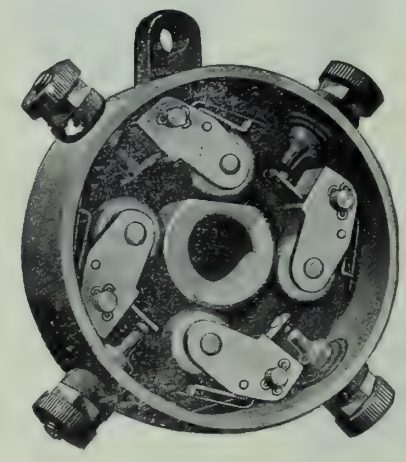
SCREW the Schrader Universal Pump Connection to the regular hose-coupling of either hand or power pump, and you can use the Pressure Gauge without removing hose from valve. This saves you a lot of time and trouble. You simply place your pressure gauge over deflating pin. This handy little device costs only 65 cents, but it adds greatly to your convenience.

SCHRADER UNIVERSAL PUMP CONNECTION

Made in Canada by

A. Schrader's Son, Inc.
334 East King Street, Toronto
London, Eng., New York, Chicago





It Never Misses

Duntley Magneto Break Timer

For Ford Cars and Fordson Tractors

The positive make and break contact of the Duntley **Magneto Break Timer furnishes a hot spark to each** cylinder. This starts the motor with a spin.
The Duntley is the last word in timer manufacture. **It has no sliding or whirling contacts to wear out** quickly. It requires no lubrication. Equipped with genuine Tungsten points.
Guaranteed for 50,000 miles—more than ten times the life of the ordinary timer.
The tremendous sales record it has made is proof of the wonderful efficiency and economy of the Duntley Magneto Break Timer.

DEALERS: Write your jobber or us to-day. Our proposition will interest you.

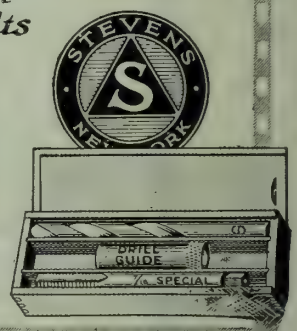
FRANCO-BRITISH SUPPLY COMPANY
WINNIPEG 356 Main St. MANITOBA

Removing Broken Ford Cylinder Bolts

A popular seller with all Ford owners. This set removes broken cylinder head bolts quickly—a frequent job on a Ford. Not necessary to take off cylinder head, for special guide holds drill accurately to line. Set consists of drill, guide and tap.

Send for Catalog 86-M.C.

Stevens & Company
375 Broadway, New York City



The easiest way to remove tires from split rims. Fits all types of cross cut demountable rims. Collapses, holds rim collapsed while changing and forces rim back on tire again.

Price $6.00

Sold by

NORTHERN ELECTRIC CO., Ltd.

Montreal, Quebec, Toronto, Winnipeg, Calgary, Edmonton, Halifax, Ottawa, London, Regina

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LOCKTITE
TIRE PATCHING MATERIAL

It is a law of merchandising, that, marked supremacy—actual leadership can only be established by superior merit.

In the case of LOCKTITE TIRE PATCHING, its outstanding supremacy—its unchallenged leadership is definitely proven by the fact that—twenty-two prominent manufacturers have adopted it as standard equipment for the cars and trucks they make

The List Includes:

FORD (U.S.)	CHALMERS
FORD (Canada)	ESSEX
DODGE	SAXON
JORDAN	MAXWELL
LIBERTY	MAIBOHM
HUDSON	SCRIPPS-BOOTH
KLINE	STUDEBAKER (Canada)
BUICK	STUDEBAKER (U.S.)
OAKLAND	COLUMBIA
PAIGE	DORT

TRUCKS—NASH and REPUBLIC

More than 2,000,000 car and truck purchasers a year become confirmed and enthusiastic users of LOCKTITE.

Naturally an enormous repeat demand is constantly being created, guaranteeing a LOCKTITE PROFIT HARVEST for garagemen and dealers.

Send Us the Name of Your Jobber

Detroit Michigan **LOCKTITE PATCH CO.** Windsor Canada

If interested, tear out this page and keep with letters to be answered.

East or West the North Star is the biggest battery value.

Dependability

The user of North Star batteries knows that he can expect maximum service under all conditions. Heat, cold or humidity cannot affect the strength of the battery—the full power must be delivered in actual spark.

The value of dependability cannot be estimated. Delays, big or little, cost money. Serious loss can be occasioned by unreliable batteries. The North Star cells end delay losses and are a guarantee of continuous operation for engines, tractors, automobiles, telephones, bells, etc.

Made singly and in multiples (perfectly protected and conveniently arranged with handle). The user gets better service and the seller bigger returns and larger turnover from the North Star.

Let us quote you prices.

Canada Dry Cells Limited

WINNIPEG, MANITOBA

Spring Shackle Bolts

For Grease, Oil or Tapped-in Head for either Grease or Oil Cup

Complete Line of

Pressed Steel and Brass Grease Cups; Oil-hole Covers and Oil Cups, Brass Pattern Makers' Dowel Pins.

Write To-day for Catalogue and Prices.

Cap Closed Oil Bolt | "C" Oiler | Plain Compression | "D" Oiler | Cap Open Oil Bolt

Grease Bolt

THE CANADIAN WINKLEY CO., LTD.

WINDSOR, ONTARIO

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

If interested tear out this page and place with letters to be answered.

Apollo

—the PLUGS to sell!

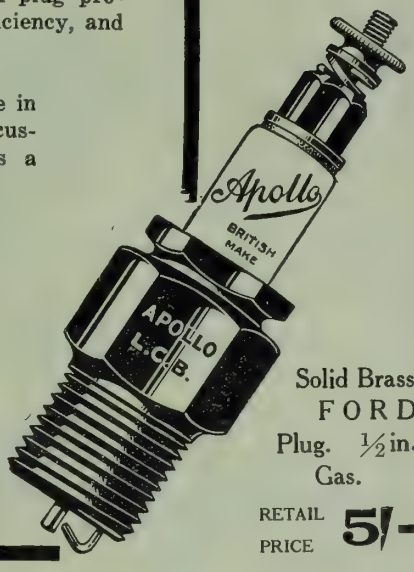
BECAUSE — they represent the highest standard of BRITISH plug production, are carefully tested to ensure the highest degree of efficiency, and are guaranteed to give complete satisfaction.

ALSO — there are models to suit every type of engine in the APOLLO range — there's no need to sell your customer an unsuitable plug — and every plug carries a GOOD PROFIT for you.

Decide to concentrate on APOLLO PLUGS and you will do good business. We can give prompt deliveries of all models — write us for full particulars and supply of Showcards, Posters and Advertising Literature, NOW.

Super-Mica Plug—for Hot Engines

RETAIL PRICE **6/-**



Solid Brass FORD Plug. ½ in. Gas.

RETAIL PRICE **5/-**

APOLLO PLUG MFG. Co. Ltd.
Moseley Street, Birmingham, Eng.
'Grams : "Apollo Birmingham." Phone : Midland 278
Codes : A.B.C. 4th Western Union

International Service

Automotive Accessories

Tools and Hardware — **Garage Equipment**
Bicycles and Tires — **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

Established in 1896, the B-R Co. service is based on 24 years experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.
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If interested tear out this page and place with letters to be answered.

An Industry in Jeopardy

IT seems strange to say that the present exchange situation might mean the death of the shipbuilding industry, that during the war years jumped from a minor place to one of outstanding importance. Yet such is the case. Orders must come from abroad, and are coming from abroad, from France and Italy, from Holland and Scandinavia. Orders, plenty of them, to keep the yards busy for years, but on such ruinous terms that the shipping yards have been unable to accept them. This situation, and the remedies that have been proposed to meet it, are discussed in an article entitled, "A Great Industry in Peril."

Other Points of Interest in This Number:

STORIES

The Little Warrior .....Pelham Grenville Wodehouse
The Parts Men Play .....Arthur Beverley Baxter
The Taming of Pickles .....C. W. Stephens
Jeff Comes Home .....Alan C. Shore
The Worst of Brains .....Nan Moulton

ARTICLES

Pegging the Dollar at Par .....Agnes C. Laut
Saving a Newspaper .....J. L. Rutledge
A Galaxy of Maritime Portraits .....L. R. Joseph
The Wartime Premier Retires .....

Review of Reviews

Here are a few of the gripping informative articles to be found in this department:

"Royalty Has Gone to Work"
"Germany and Her Debt"
"The Truth About Coal Shortage"
"Uncle Sam's Huge Pay Roll"
"Natives of a Strange Island"
"70,000 Criminals in England"
"Duluth to Liverpool in One Bottom"
"The Pope An Unusual Figure"

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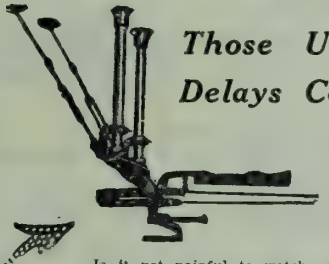

Those Unnecessary Delays Cost Dearly

Is it not painful to watch or experience the delays in many stores—unnecessary delays. And how often do we hear it stated? "I do not care to trade at B's; theirs is not a good system, and it takes too long to be served." When the salesmen have to leave customers for change, whether made at an office, from a till, or register, needless non-productive energy is used, and valuable time is lost. Drop a card for our circular—full of information, and learn more about it.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

The Publisher's Page

TORONTO JULY 24th, 1920

"We Don't Know Much About Your House or Your Products"

SUPPLIES of many hardware lines are moving more freely. For two or three years, owing to the great scarcity of goods, the hardware trade has not been able to pick and choose to the same extent as in former years. Conditions are changing. There is now a pronounced movement on the part of hardware retailers to specify lines with which they are familiar—to order, through wholesalers or direct, the goods made by well-known firms. Retail hardware men never did like to buy from unknown firms. The hardwareman prefers to handle the goods made by firms with which he is familiar—he wants reliable products that he can recommend to his customers.

The average hardware buyer hesitates about buying goods made by firms who seldom, if ever, come out before the trade and announce their house and their wares in the medium which the retailers pay for and read.

Houses and products that will stand the light of publicity—and use publicity where it will reach the retailer—are invariably given first consideration.

"We don't know much about your house or your products," is a statement fired at travelers hundreds of times daily. Samples may look all right, prices may be reasonable, but what guarantee has a retailer that goods will be up to sample?

The hardware buyers of Canada know that the advertisers in Hardware and Metal have too much at stake to misrepresent their goods. The advertisers in Hardware and Metal have built up reputation, prestige and confidence. The weekly message in Hardware and Metal, reaching every wholesale hardware firm, and over 90 per cent. of the retail hardware firms, from coast to coast, forms a direct connection with the hardwaremen of Canada. It paves the way for your travellers or your products, regardless of whether you sell direct or through jobbers.

During the coming months many lines of goods will be offered to the trade. The goods with which the hardwareman is most familiar will receive first consideration. The hardwareman will decide whether or not he is going to sell your goods. You can't force him, but you can sell him, if you have a good product. The first step should be advertising in Hardware and Metal, and we believe that when you once start advertising in Hardware and Metal you will continue as a regular advertiser. Advertising rates are very moderate and there is no waste circulation. You reach the men who buy our paper for business—read it for business information when their minds are in a receptive mood. On the following pages we give you further information that will interest you.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue TORONTO, CANADA

Montreal Branch, Southam Bldg. Winnipeg Branch, Union Trust Bldg.

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

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Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

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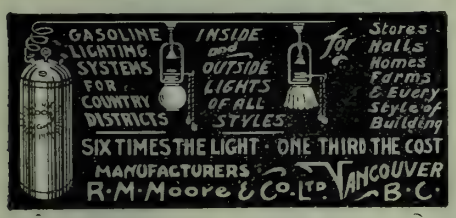

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Largely used by Mines, Paper Mills, and Industrial Plants where a good all round Babbitt is required.

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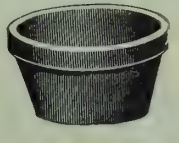

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insist on these Brands

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LIMITED

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

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FOR SALE — ESTABLISHED HARDWARE, general store, flour and feed business, with four acres land for sale in railroad junction town in Quebec Province, sixty miles from Montreal. Business rapidly increasing and farming surroundings best in province. Will sell separately, or en bloc. Buildings all new, with land and stock about $17,000. Unexcelled opportunity for two young men, or man with growing family. Must sell account of failing health. Box 815, Hardware and Metal.

HARDWARE BUSINESS FOR SALE IN TOWN of 2,000. Situated in one of the best farming centres about 60 miles from Toronto on two lines of railway. Stock about $20,000. Real estate and fixtures, $15,000. Box 84, Hardware and Metal.

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HARDWARE WALL FIXTURES FOR SALE— 40 ft. of shelving, consisting of 11 sections of 7 shelves 8" high by 12" deep, with facings of hardwood, two showcases, and 13 sections under ledge 3 ft. wide fitted with two sliding doors with showcase bearings and track. Above will be sold very reasonable as owner has no further use for them. Photo on application. Box 13, Hardware and Metal.

CLEARANCE LINE—GENUINE "SLOCOMBE" Drills are offered at a sacrifice. Sizes "C," "E," "F," and "G." Wholesalers and dealers will find it of interest to communicate their requirements to Box No. 140, Hardware and Metal.

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WANTED

WANTED—HARDWARE STORE, STOCK SIX to twenty thousand. Must be in Ontario, southwestern preferred. Box 804, Hardware and Metal.

WANTED—GOOD HARDWARE BUSINESS IN live town, stock from four to eight thousand dollars. Box 905, Hardware and Metal.

HARDWARE AND METAL is the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

HARDWARE and METAL'S unique circulation as proven by the A B C Audit is due to 32 years of honest effort to give the retail trade the best possible service.

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Easy Seller Because—

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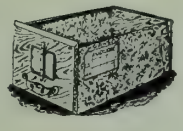

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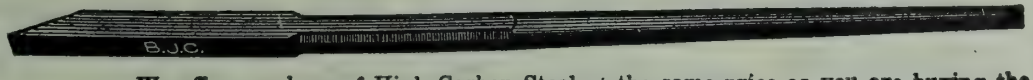

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If interested, tear out this page and keep with letters to be answered.

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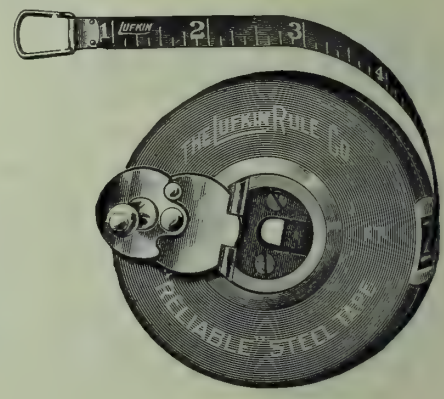
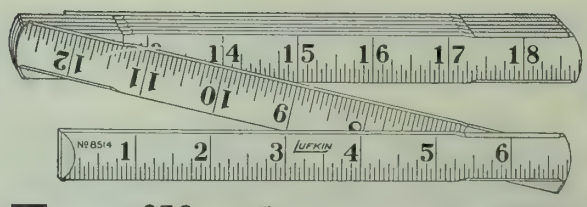
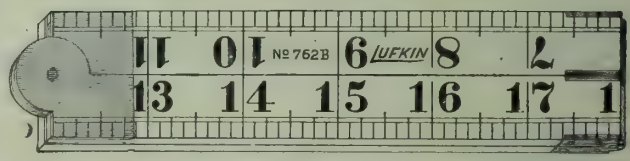






Familiarly and Favourably Known

Embody Many Improved, New and Exclusive Features.

Accurate THE LUFKIN RULE CO. OF CANADA, LTD. *Reliable*

WINDSOR ONT.

O.P.W.

Trade Mark Registered

Morning, noon and night,
Where O.P.W.'s in sight,
Ding! Goes the cash register.

"Save the surface and you save all" Paint & Varnish

"Paints and Varnishes for Every Purpose."

A Prospect in Every Rural Home

There's prosperity in the rural communities to-day. The O.P.W. dealer in such localities is "in right." The farmers and rural men generally are prosperous. They want the farm buildings to look as prosperous as the owners feel. A couple of coats of O.P.W. makes farm buildings look prosperous.

The rural housewife wants prosperity inside the house. She is a receptive customer for O. P. W. lac shades, varnish stains and enamels. Sort up! Supply them all! If you are not selling enough paint now—

You should be under an O. P. W. sign

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

Good Advertising for *You*

Every Brown & Sharpe tool placed in a mechanic's kit paves the way for numerous sales to his fellow workers. Mechanics generally prefer Brown & Sharpe tools.

The owner points with pride to the fine appearance and workmanship as a whole. Invariably the dealer's name is mentioned and thereby linked with a dependable product in daily use. It's good advertising.

Are **you** a Brown & Sharpe dealer?

"For three generations the choice of the best mechanics."

WE PROTECT *THE DEALER*

BROWN & SHARPE B·S TOOLS

Brown & Sharpe Mfg. Co.

Providence, R.I., U.S.A.

EXPORT NUMBER
PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

FILE COPY

Vol. XXXII. No. 31 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA JULY 31, 1920

Known Everywhere—Easy To Sell

Nothing is so easy to sell as the article that is known universally by its branded name.

Famous Five Files are known by name from coast to coast. File users ask for them by name.

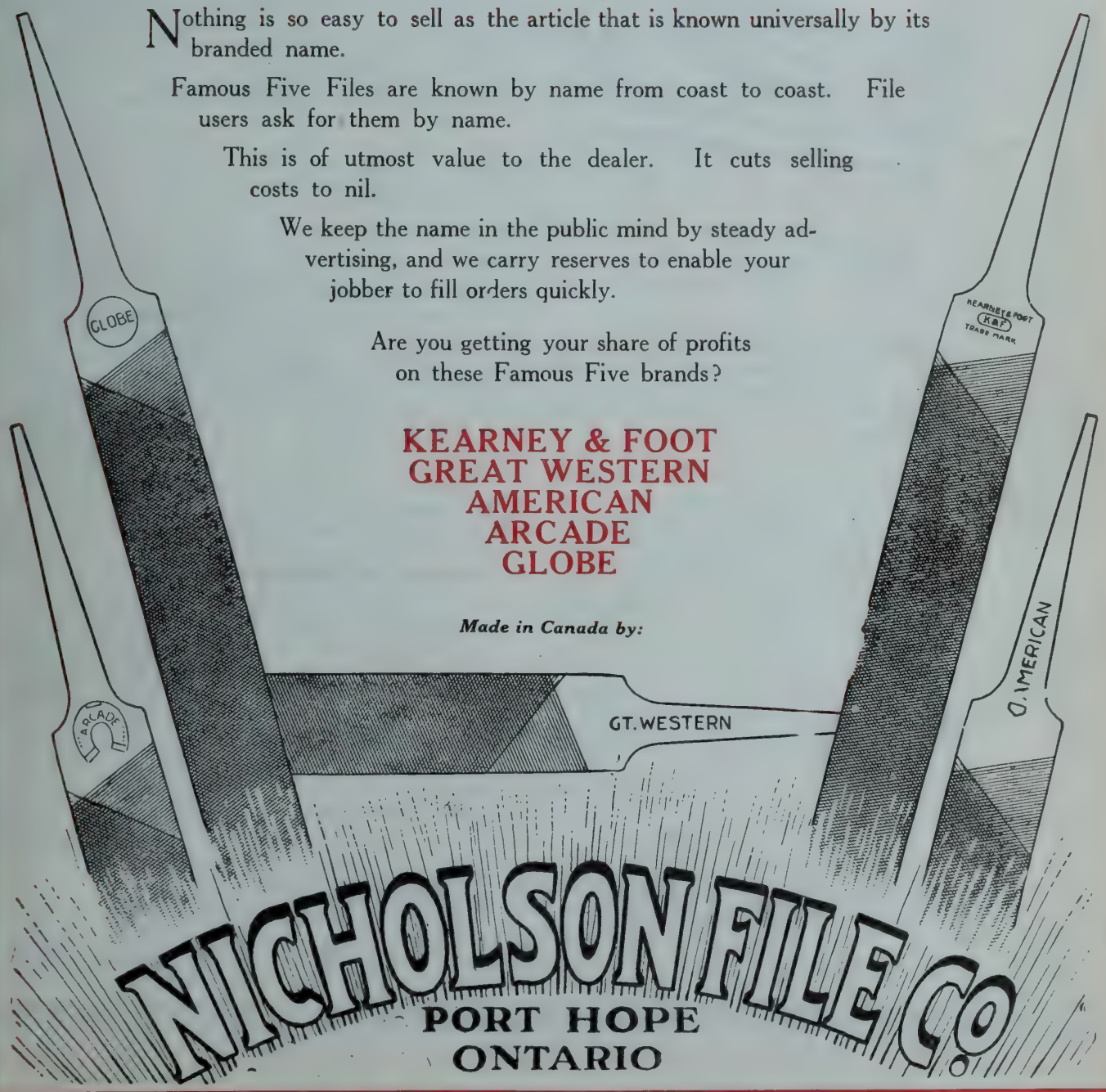
This is of utmost value to the dealer. It cuts selling costs to nil.

We keep the name in the public mind by steady advertising, and we carry reserves to enable your jobber to fill orders quickly.

Are you getting your share of profits on these Famous Five brands?

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by:



NICHOLSON FILE CO.
PORT HOPE
ONTARIO

The Part that Advertising Plays in the Introduction of Aladdin

When approached with a new product the modern dealers' first question is—"What advertising will it get?"

It's a proper question; it shows keen business insight, for the future sales possibilities of the article, depend largely on the answer to that question.

When Aladdin Dye Soap entered the Canadian market there were already a considerable number of household dye products being more or less used by Canadian women.

The Distributors of Aladdin Dye Soap knew they had an article of exceptional merit, and they were determined that the winning of the public's confidence should not be left to time. Consequently the advertising plans for Aladdin were laid with exceptional care and study.

Result—demand for Aladdin has been created on a scale even larger than hoped for. Dealers are supplied with a revolving display stand to link up their store with the advertising campaign and as one dealer puts it, "It's like so much found money."

That the advertising carries the right appeal to women is shown by their instant response; and the merits of Aladdin have been proven by the number of women who return for more. This is where the display stand plays its part—the customer turns this stand till she locates the desired colors, the sale is made and the dealer gets the money without time or effort on his part. Order Aladdin from your Jobber.

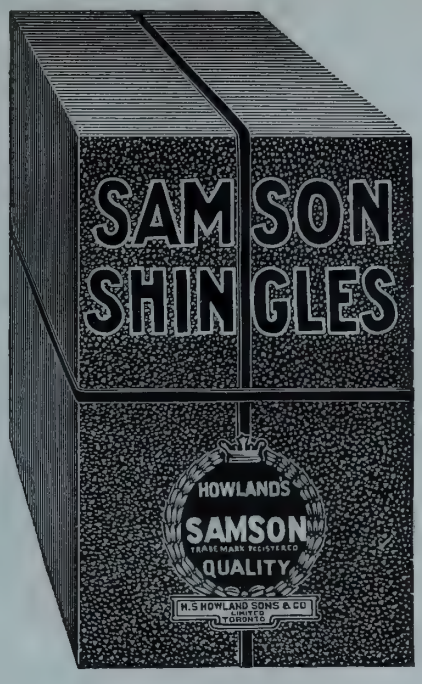
The revolving display is free with an order of 1 gross—comes in 18 beautiful colors, sells at 15c cake.

CHANNELL CHEMICAL COMPANY, Limited

Makers of O-Cedar Products

Distributors **TORONTO**

HARDWARE AND METAL, July 31, 1920. Volume XXXII., No. 31. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



A Superior Product

Every "Samson" Shingle is made of the highest grade of waterproofing materials.

The crushed slate surface, in soft natural shades of red or green, furnishes color to the roof, and at the same time gives it added durability.

Each shingle is made of the highest grade waterproofing materials, measuring 8 x 12¾ inches. Packed in bundles containing 106 shingles. Four bundles, or 424 shingles are sufficient to cover 100 square feet of roof surface, laid 4 inches to the weather. Weight per square, 225 pounds.

SAMSON SHINGLES

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

"The Trade Mark known in every Home"

Home Needs

When the housewife rolls up her sleeves—

She gets something done. When her face is bisected with a smile, something unusually good is around to make her happy. It isn't always her husband. In thousands of cases the **unusually good** is a **complete equipment** of UNIVERSAL Kitchen Appliances.

Every woman who has a home or has one in the making needs the UNIVERSAL Bread Maker, Food Chopper, Percolator, Iron, Grill—all the things that make kitchen work a pleasure instead of nerve-wracking drudgery.

"The Universalized Kitchen" is a joy-maker for the housewife—a money-maker for the dealer. Every-day needs in the kitchen mean every-day sales in your store. Push UNIVERSAL goods and the trade you want—you'll get.

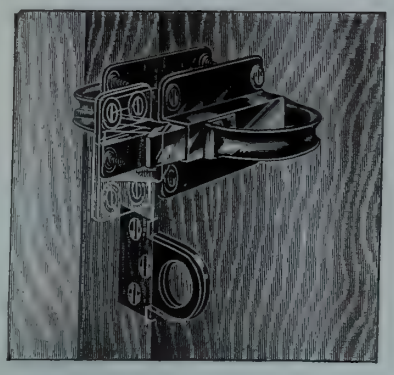
Canadian Representatives:

Montreal **A. MACFARLANE & CO., LTD.** Quebec

LANDERS, FRARY & CLARK
New Britain, Conn.

"These UNIVERSAL Devices Help Solve the Servant Problem"

If interested tear out this page and place with letters to be answered.



No. 1240

Two Latches With Selling Points That Make Sales

No. 1240 Barn Door Latch

A durable, common-sense latch with japanned frame and handles, tinned bolt and a sherardized spring of piano wire that cannot rust. A dependable latch that operates effectively and gives smooth, reliable action that wins friends and permanent, lasting trade for the dealer who sells it. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

The "Challenge" Latch

This desirable latch possesses more points of quality and value—selling points—than any other thumb latch on the market. It is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place.

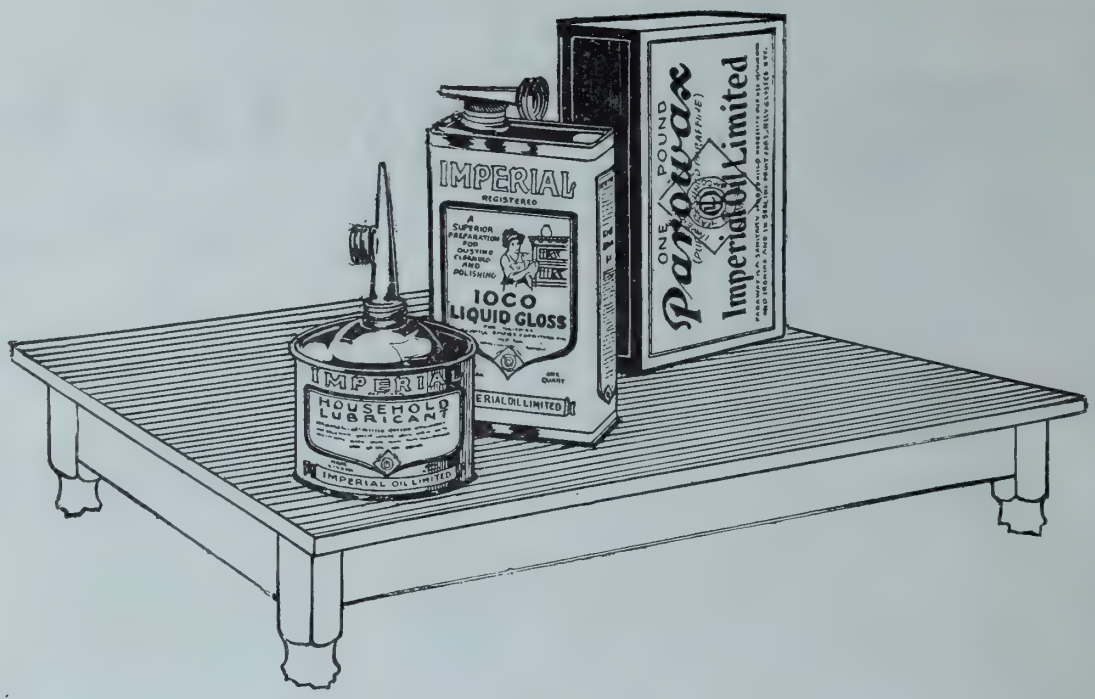
Packed one-half dozen in a box. 12 dozen in a case. Weight, 190 lbs. per case.

Canada Steel Goods Co., Limited

Hamilton - Canada

The Challenge

If interested, tear out this page and keep with letters to be answered.



Place These On Your Stock List

IMPERIAL Parawax, Imperial Ioco Liquid Gloss and Imperial Household Lubricant are in constant demand ; they are household necessities.

Imperial Parawax lightens the drudgery of wash days—whitens the clothing—adds laundry lustre to ironing. It is highly valued by housewives in preserving fruit. It seals the jars air-tight, retaining the natural fruit flavors in the preserves.

Imperial Ioco Liquid Gloss renews and preserves all finished surfaces. It gives that desired satin-like finish to fine furniture, automobile bodies, pianos and phonographs.

Imperial Household Lubricant keeps phonograhs, sewing machines, bicycles, lawn mowers, locks, and other household devices working smoothly. Prevents rust. Comes in a handy oiler can.

These products have satisfied customers for years; trade is established. Make sure you have sufficient stock on hand.

IMPERIAL "MADE-IN-CANADA" PRODUCTS

IMPERIAL OIL LIMITED
Power - Heat - Light - Lubrication
Branches in all Cities

If interested, tear out this page and keep with letters to be answered.

Why not use *salesmen* as "specialists"

WOULD it be considered a "stretch of imagination" if one were to picture a troubled superintendent or works manager telephoning a local jobber to "send up Stimson your salesman, as we're up against it on our threading job"?

Such a thing is quite possible.

Threading problems are increasing on account of the larger production and closer accuracy demanded in the screw-cutting industry.

Supply Houses who are "looking ahead" can see the benefit to be derived by having their salesmen educated as "specialists" in screw-cutting problems and are using GTD Threading Specialists as instructors.

Why?

Because GTD specialties such as the "*Gun*" Tap with its shearing-cut and the "*Acorn*" Die with its precision adjustment and increased production capacity are overcoming threading troubles wherever they are introduced, and are raising the prestige of the jobbing houses connected with "GTD" Tools, which means, of course—"more business."

Dealers carrying the GTD line of screw-cutting tools and specialties are entitled to the advice and instruction of GTD Threading Specialists for their sales staff, which enables them to "advise" on threading matters, command the respect and attention of their customers, and incidentally promote further trade.

Little Giant

WELLS BROS.

Company of Canada Ltd. Galt, Ontario

Canadian Plant of the Greenfield Tap & Die Corp

World's Largest Manufacturers of Screw Cutting Tools.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*

Wells Bros. Co. of Canada Ltd.

Send your booklet on Acorn Dies and Holders and put our firm on your mailing list to receive information about your threading tools whenever issued.

Name of person _____

Firm _____

Address _____

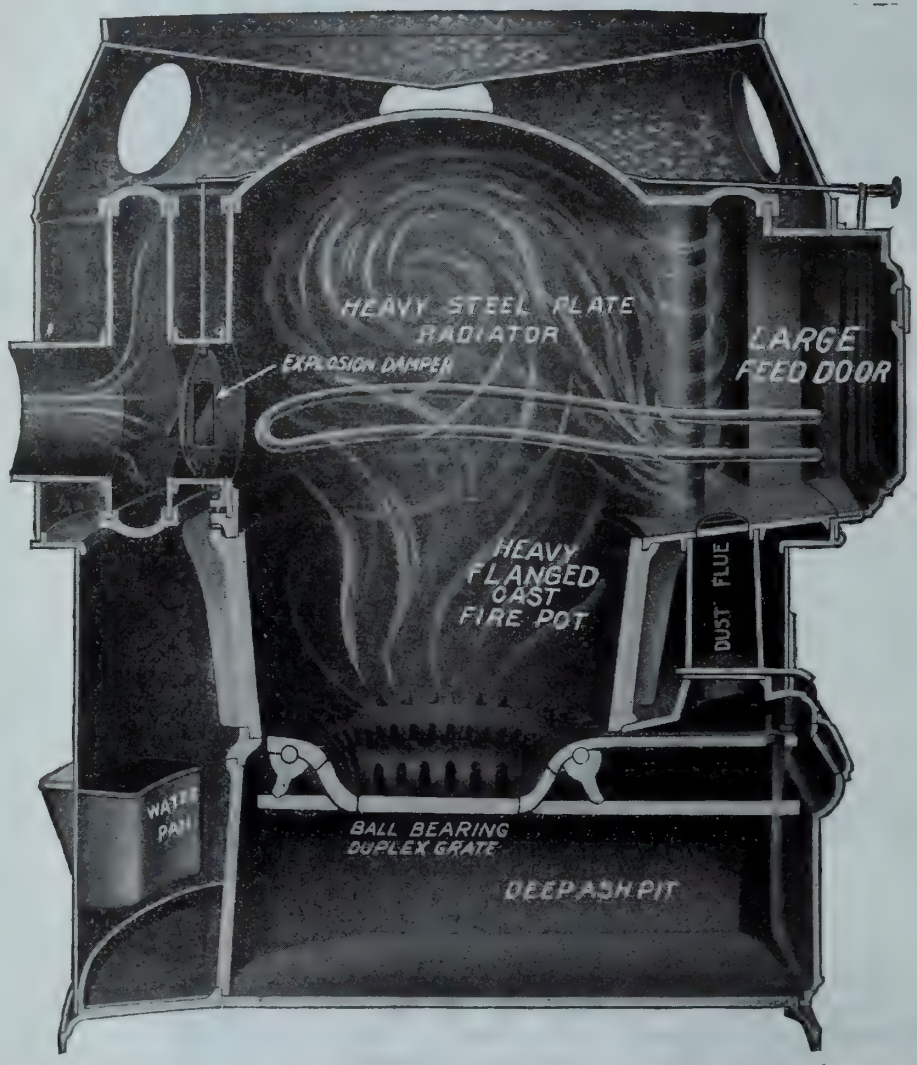
H.&M.213

If interested, tear out this page and keep with letters to be answered.

It will pay you to handle the

NEW IDEA

WARM AIR FURNACE



Our reason for saying that it will pay you to handle the New Idea Furnace is because once it is installed you will never hear anything but praise from your customer.

Further than that, every user of The New Idea Furnace is a booster for it and will help you to make many sales. We know this because dealers have told us.

There has never been a better furnace made since we commenced business over seventy-five years ago.

Write for Catalogue

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives :

MR. F. C. MOORE, 143½ Higgins Ave., Winnipeg MR. W. G. CHESTER, Hamilton St., Vancouver

If interested, tear out this page and keep with letters to be answered.

"Where there's a Wilt There's the Way"

YOUR GUARANTEE OF

ACCURACY
EXCELLENCE
PRECISION
QUALITY
UNIFORMITY
SERVICEABILITY

WILT

The Name They Look For

On High Speed and Carbon Twist Drills, Reamers and Milling Cutters

The wisest and most successful jobbers, dealers and manufacturers stock WILT Tools because they are made from carefully chosen and scientifically tested raw materials, made by the most skillful workmen, in a factory equipped with the most modern, up-to-date machinery and equipment, backed by the most rigid inspection and most liberal guarantee.

When you buy or sell a WILT product you are handling the acme of perfection in machine tools. You can handle cheaper tools but you cannot handle better.

Insure your business and production by buying, selling or using WILT products.

Have you seen the special WILT Reamers for Ford cars?

Trade WILT Mark

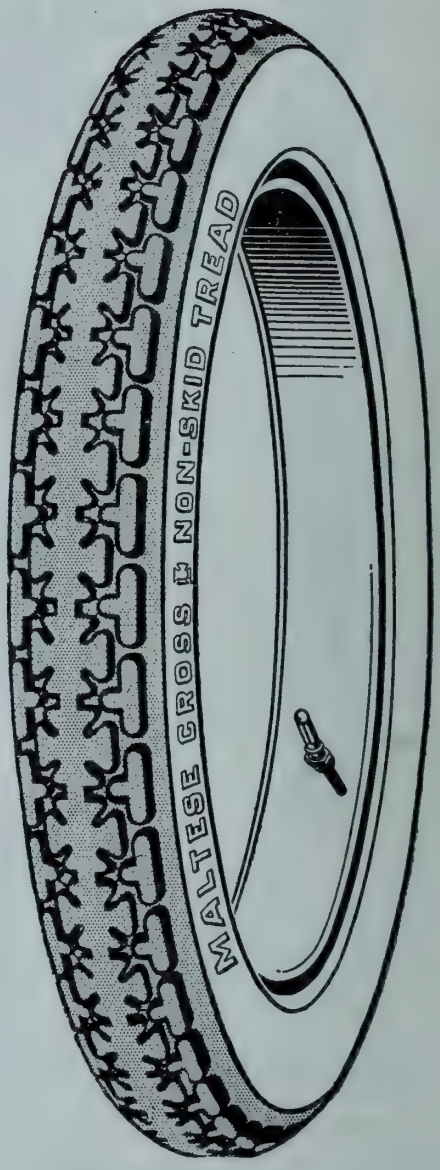
Wilt Twist Drill Co.
of Canada, Limited

Walkerville Ontario

GUTTA PERCHA TIRES

Every User is Working for You

"Gutta Percha" Tires are giving such absolute satisfaction, users are insisting that their friends try them. New prospects by the score are being created every week. This user-enthusiasm is in its infancy—it is growing day by day. Dealers all over Canada are sending along repeat orders. You can make big money handling these "recommended-by-friends" tires.



Arrange a Window Display

It will pay you to let the town know you handle "Gutta Percha" Tires. Attractive windows can be easily arranged with tires, tubes and accessories. These are motoring days—act now and get this business.

Gutta Percha & Rubber, Limited

Head Offices and Factories: Toronto

Branches throughout the British Empire

If interested tear out this page and place with letters to be answered.

The "Seafoam"

ELECTRIC POWER

Washing and Wringing Machine

is a common-sense washer and wringer that sells for a price that meets the popular demand. It is a Canadian-made machine that has been giving real satisfaction for ten years. Dealers who have not handled the Seafoam are missing much washing machine business. It can be readily sold to people who are keen buyers—who appreciate value, because they can secure a washing and wringing machine at a reasonable price that is not surpassed anywhere, at any price. The Seafoam does thoroughly all the washing and wringing by power without wear and tear on the clothes, and what machine will do more—even at double the price.

Wrings While it Washes, Washes While it Wrings

SEAFOAM FEATURES

Unsurpassed washing principle—wooden dolley moving halfway around and back forces the hot suds through the clothes and thoroughly washes them in a few minutess.

Cypress tub—nothing to corrode or tear clothes—keeps water hot.

Reversible wringer with highest grade rolls—will start, stop or reverse instantly. Controlled by lever conveniently placed at side of tub.

Safe to operate—as being belt driven the motor is protected against overloading. All gears being covered the danger of accidents is removed. Safe for children to be around.

Simple in construction—does not easily get out of order.

Attractively and durably finished. Shipped complete ready to operate on ordinary house lighting service.

ALSO SUPPLIED FOR GASOLINE ENGINE POWER

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON, MONTREAL

Western Representatives:
HARRY F. MOULDEN & SON, WINNIPEG

If interested tear out this page and place with letters to be answered.

Sell Every Razor Customer

A RAZOR THAT WILL SHAVE HIM

Every man who owns a really satisfactory razor prizes it so highly that he would not part with it at any price. He brags about his good fortune in owning it.

The Hardware Dealer that sold him that razor shares in the good fortune. He gets that man's business every time. The customer is a satisfied customer—the kind that gets to calling the dealer "my dealer."

All because the dealer was careful to sell him a razor that was made for shaving **his** particular kind of beard from **his** particular kind of skin.

The dealer that sells real shaving service would no more think of selling the same kind of razor or razor blades to every customer than he would sell a pair of household shears for trimming a hedge.

There is A Genco Razor For Every Condition of Beard and Skin

Handsome Genco Display Cabinets (as illustrated below) are supplied with assortments of Genco Razors which include a wide variety of styles. A brief but thorough clerks' selling chart is attached to each cabinet and always in sight.

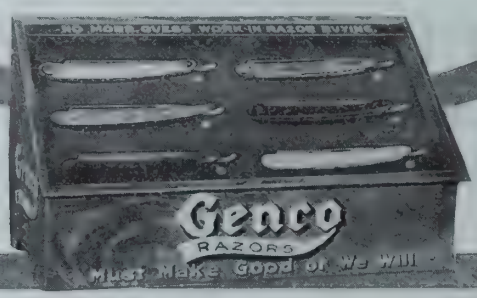
Order one of these assortments from your Jobber and sell each customer A RAZOR THAT WILL SHAVE HIM.

If your Jobber cannot supply you, write us.

GENEVA CUTLERY CORPORATION

159 Gates Avenue **Geneva, N.Y.**

TORONTO, 11 Colborne Street
WINNIPEG, 332 Bannatyne Avenue



If interested tear out this page and place with letters to be answered.

Goliath

"Built for Endurance."

Nothing Succeeds Like Success

IT is significant that the more Goliath Spark Plugs we sell the more repeat orders we receive. The demand is phenomenal.

A spark plug is more than mere metal and insulation—it is the all-important transmitter of electrical energy, which determines power, pick-up and that smooth purr of the engine, in which all motorists take so much pride.

Every spark plug you sell influences the minds of your customers, favorably or otherwise towards your business. Experimenting is costly. Goliath Plugs have been "Tested for Service."

LIST PRICE 75c EACH

Our Nearest Sales Branch Can Supply You.

Canadian General Electric Co., Limited

Head Office - Toronto

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested, tear out this page and with letters to be answered.

The Gurney Foundry Co., Limited, of Toronto, wish to announce that they have purchased the plant formerly occupied by the Canada Stove & Foundry Co., Limited, at St. Laurent, P.Q. and will operate it as a modern stove manufacturing works.

With this modern plant at our disposal, we expect to be able to meet the ever-growing demand for "Gurney" apparatus, and hope that we may be able to give a better service to all our old friends. To our new friends, we wish to extend a service that will merit their valued patronage.

THE GURNEY FOUNDRY CO., Limited

TORONTO, CANADA

Branches : MONTREAL WINNIPEG CALGARY VANCOUVER

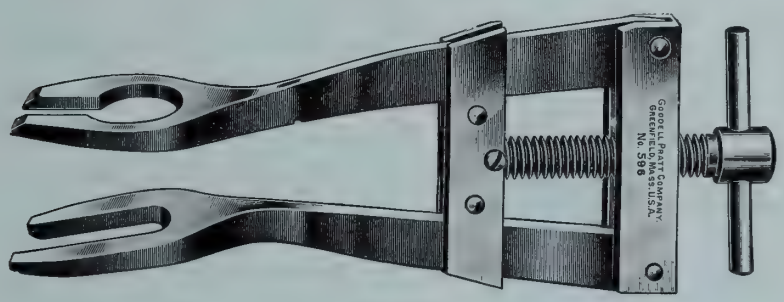
If interested, tear out this page and keep with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS

A Valve Lifter

Of Great Power and Strength



No. 596

Every motorist will appreciate the fact that the service rendered him by this improved Valve Lifter cannot be duplicated by any other tool on the market.

This Toolsmith Valve Lifter can be used while working on any and every make of car.

It adjusts to position easily and quickly, and applies a really tremendous leverage without undue effort on the part of the car owner or mechanic. Simply turning the handle does it. The jaws move on hardened rollers, the screw turns on ball bearings. The arms are drop-forged steel. All exposed parts are attractively polished.

Mr. Punch Says:

One of the best friends Hardware Dealers ever had was the man who invented the automobile. Think of all the Accessory business he made possible!

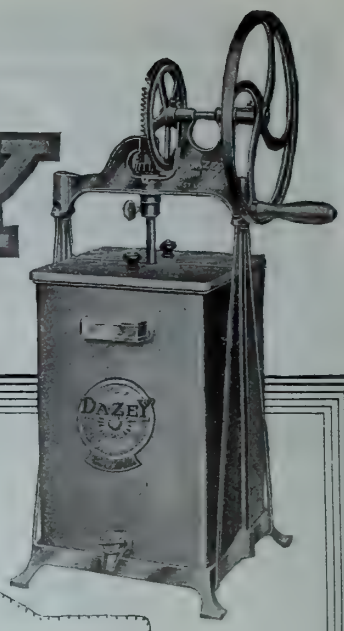
Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

If interested, tear out this page and keep with letters to be answered.

DAZEY CHURNS



Value Convincing Features

The DAZEY incorporates those essential features of a perfect butter-maker — those that are becoming more universally demanded every day.

Apologies are never necessary—but *facts* always.

There is REAL satisfaction in pointing out—

—the *dasher* which produces such powerful agitation that butter is made in 3 to 8 minutes—

—the all-metal *receptacle* which assures perfect sanitation—

—that in *cleaning* receptacle only has to be handled, and how convenient this is—

—then, too, that the DAZEY is substantially built of steel and iron which will last for years.

It is this combination of vital details of construction which goes to make up the DAZEY that appeals to the butter-makers, and that will sell a DAZEY to his neighbor.

National conversion to the "DAZEY SYSTEM" of making better butter means that enterprising dealers are profiting by the demand.

We are anxious to tell you more about the DAZEY and ask that you send for new catalogue showing Glass churns, 1 to 4 quart sizes, and Metal churns 1 to 28 gallon capacities, for hand and power.

Ask Your Jobber for Prices

DAZEY CHURN & MANUFACTURING CO., St. Louis, Mo., U.S.A.

If interested tear out this page and place with letters to be answered.

Story for Week Dated July 31st 1920. **Hull In 1851.** **Being No. 16 in the Series**

Duck Shooting for the Larder at an Eddy Co. Lumber Camp

IN the life of an E. B. Eddy Company Lumber Camp there is more than merely "saying nothing and sawing wood." Even though the tremendously busy machines of the great plant at Hull keep demanding lumber, and more lumber to keep pace with the call for Eddy Company products, and maintain the marching army of seventy million matches a day, still opportunities now and then occur for a little excursion with gun and game bag into the bush to vary the lumber camp daily bill of fare.

The pictures illustrating this little account of a side line in Eddy Company staff activities show a member of the staff setting forth on a duck-shooting trip, and his return with a brace of fine duck.

To the right are shown a couple of Eddy Company Lumber Camp cooks — the man who can receive a brace of duck with befitting ceremony, and who, even in the wilds of the bush, can supply the sage and onion dressing, for the camp cook is generally a genius with miracles up his sleeve, and always an important personage. This picture was taken in winter, and if you look closely you will find a black cat in the snow at the men's feet.

The lower cut to the right will be familiar to every retail merchant reader of "Hardware and Metal" as an Eddy Indurated Ware Pail, light, strong, durable, an ideal pail for camp or household use. You may be sure the E. B. Eddy lumber camps are equipped with them. They are the goods to recommend to customers in camping season and out of it, just as Eddy's Silent 5's are the matches to recommend to householders or hunters alike.

Winter Scene at One of the Eddy Co Lumber Camps.

Eddy's Indurated Ware.

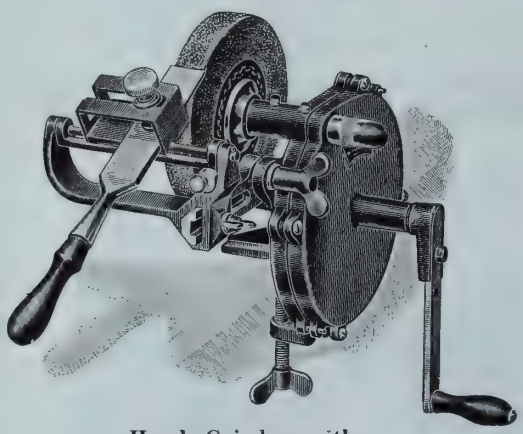
No Cracks—No Dents. Clean and Sanitary.

If interested, tear out this page and keep with letters to be answered.

AMERICAN GRINDERS

QUALITY TOOLS

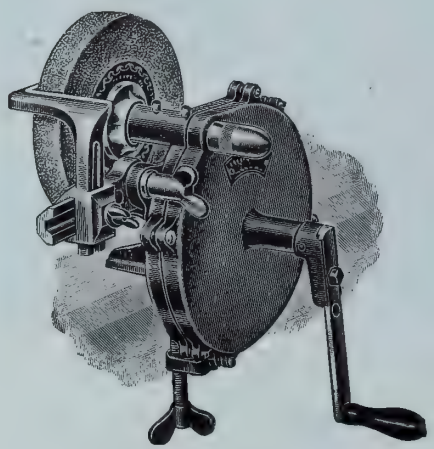
Associated With Best Workmanship



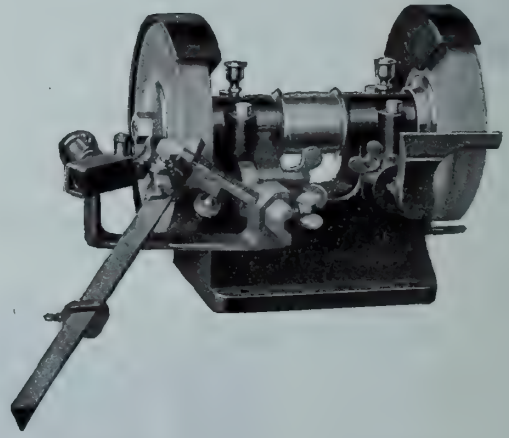
Hand Grinder with Chisel Attachments

WHERE quality, workmanship and service are most sought after by the mechanical trades, there you are most likely to find American Quality Tool Grinders, preferred because of their accurate design, careful construction, great strength and endurance.

Repair parts for American Grinders are seldom needed, this factor making the sale of these machines a profit and prestige-builder for both jobber and dealer.



Hand Grinder with Wheel Dresser



American No. 75 Power Grinder With Bronze Bearings

AMERICAN GRINDER MFG. CO.

MILWAUKEE, WIS.

Canadian Sales Agents:

A. H. FRASER & CO., 510 Confederation Life Bldg., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

I·XL POCKET KNIVES

No. 1971C

No. 1975

GEORGE WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND

I·XL CUTLERY

is the acme of quality. Our modern methods now permit us, with a most select class of skilled mechanics, to obtain the highest point of efficiency, in quality, finish, grinding, tempering and general appearance.

Each knife passes through a most vigorous inspection before leaving the factory, and carries our persona guarantee on to the consumer.

Let I·XL cutlery help build your reputation for quality.

Create satisfied customers they are the best friends you have.

No. 292

No. 292T

SELECTION OF OVER FOUR THOUSAND PATTERNS EVERY BLADE GUARANTEED

No. 611

No. 1944B

A. MACFARLANE & CO. LTD.

MONTREAL, QUEBEC

Sole Agents for Canada

If interested tear out this page and place with letters to be answered.

"That's the Brace for Me"

says your customer. "It's a Millers Falls. I have one of their hand drills that I've used for over ten years and it's a real satisfaction. Their tools are made right."

Put a Millers Falls tool in your customer's hands. Let him look at it, handle it, get its "feel" and perfect balance. It will be your strongest sales talk.

This inner goodness of Millers Falls tools, their strength, sureness, ease of operation, make them reliable friends of skilled workmen or amateurs. And thousands of skilled workmen and amateurs are being told about Millers Falls tools through a campaign of national advertising appearing every four weeks in the Saturday Evening Post and other publications.

You should get the full benefit of this advertising by handling the full Millers Falls line. Confidence in the tools you sell means confidence in your store—steady customers.

Whether hack saws, braces, hand and breast drills, auger bits, mitre boxes, vises, in and out screw drivers, or any others of our line, you will find that Millers Falls tools make lasting friends for you.

Send for our helpful little handbook "How to Sell Tools"

MILLERS FALLS COMPANY

MILLERS FALLS, MASS.

Sole distributors of Star Hack Saw Blades.

If interested tear out this page and place with letters to be answered.

"That's the brace for me!"

Insert shows ½-page advertisement from the June 26th SATURDAY EVENING POST

Millers Falls Breast Drill, No. 97. "The Mechanic's Favorite" (shown here) is the most complete breast drill on the market. A great time-saver. Five different and distinct actions. Can be used in the most inaccessible places. Its ball thrust bearings give it easy operation and long life. It won't get out of order.

Jobs you can do —yourself

IT is the odd jobs that have to be done around the house and on your car that help run up the cost of living.

Simple jobs, such as putting a horn on your car, are easy if you have the proper tools.

You don't have to be a mechanical genius to drive a nail with a hammer, but you do have to have the nail and the hammer. You can drill holes in wood or metal if you have a drill—otherwise, you have to hire someone who has a drill.

The present-day cost of a single job requiring *only* the use of a certain tool, and a man's time, is often more than enough to cover the purchase price of that tool

Think of "jobs" in terms of the tools required to do them and you will quickly see the common sense of acquiring tools instead of hiring skilled labor to do simple jobs.

Any mechanic, carpenter or hardware man will recommend "Millers Falls" every time when asked about braces, auger bits, hand and breast drills, mitre boxes, hack saws and other boring and cutting tools For fifty years Millers Falls Tools have held the highest esteem of users and sellers of fine tools.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

Sole Distributors of STAR HACK SAW BLADES

MILLERS FALLS TOOLS

MILLERS FALLS TOOLS

If interested tear out this page and place with letters to be answered.

This is the Standard Edison Base

All the Hubbell Attachment Plugs are equipped with the Edison Threaded Base which screws into any standard socket or lamp receptacle.

The cord leading to the machine or other electrical device is attached to the cap, which may be pushed into this plug base, or will fit any standard flush receptacle or current tap.

* * *

Hubbell Brass Shell Sockets can be supplied with the key or pull-chain switch or without any switch at all.

* * *

Hubbell Electrical Specialties are interchangeable with any standard electrical equipment. For additions to present installations, or in new work, this advantage means permanent satisfaction. Write us for further information.

Porcelain Attachment Plug 5406
Key Socket 3664

Pull Socket 3618

Keyless Socket 3667

HARVEY HUBBELL COMPANY

OF CANADA LIMITED

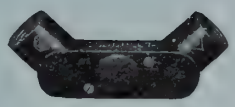
ELECTRICAL SPECIALTIES

TORONTO CANADA

HUBBELL REG. CAN PAT. OFF.

If interested, tear out this page and keep with letters to be answered.

CONDULETS



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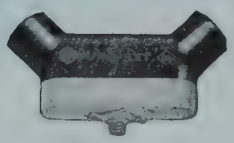

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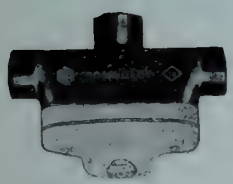


Type TB

Type C

Condulets For Standard Conduits

These are just a few of the Condulets you should carry in stock. These Condulets are tapped with tapered thread to fit standard conduits, insuring a safe, permanent connection as small and neat as requirements will permit.

Condulets are made in all sizes from 3/8" to 6".

Send for Condulet catalog. It contains full information and detailed illustrations.

CROUSE-HINDS COMPANY
OF CANADA, LIMITED
TORONTO, ONTARIO, CANADA

Condulets Panelboards
Knife Switches Floodlights
Guy Anchors

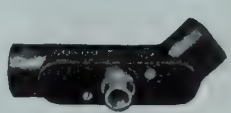
Type A

Type LB

Type LF

Type TR

Type LBB



Type LRB

Type B

Type CO

T-2168

CROUSE-HINDS

If interested, tear out this page and keep with letters to be answered.

These Ads. and Posters are Sure Sellers of Columbia Hot Shot and Multiples

COLUMBIA'S advertising is *planned, written, and placed* to sell "Hot Shots" and "Multiples" from your store.

Ads. and posters show how easy it now is to have electric lights in summer camps with the Columbia Hot Shot. The heavy drive on Columbia Hot Shot No. 1461 for "Easy Starting Ignition on Fords" will continue. Everywhere there are Ford owners glad to secure starting ignition that will set her off on the first turn and cut out prolonged cranking.

Besides, there are ads. and posters galore to build "Multiple" sales. And if there is motor boating nearby you will have a big, steady, profitable call for the famous Columbia Waterproof Multiple Dry Battery for ignition and lighting.

Write your Jobber to-day for the Columbia Sales Plan.

Canadian Made for Canadian Trade.

CANADIAN NATIONAL CARBON CO., LIMITED
TORONTO

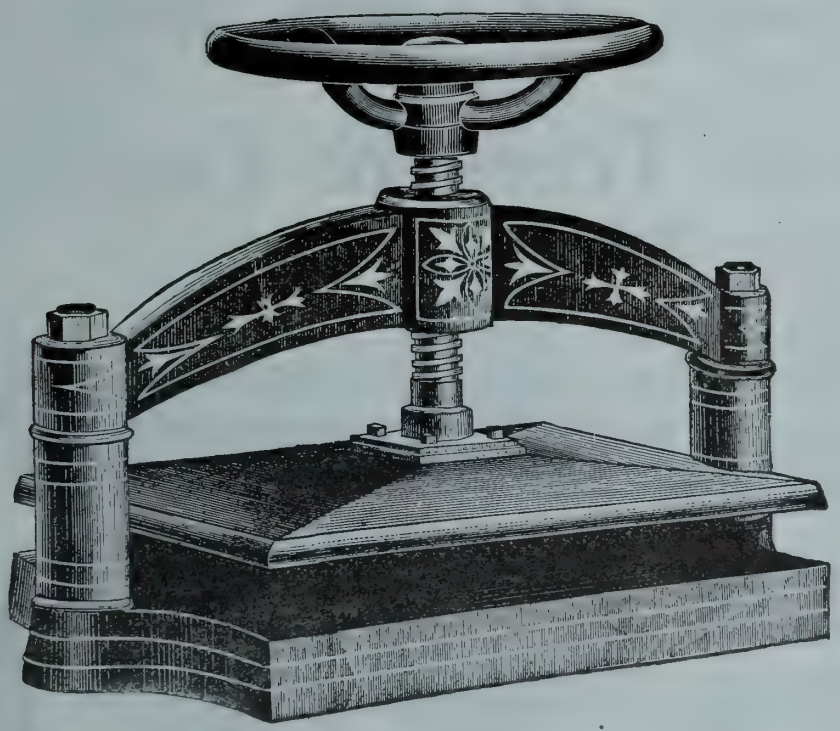
Fahnestock Spring Clip Binding Posts on Columbia Cell No. 6 no Extra Charge.

Columbia Dry and Storage Batteries

If interested, tear out this page and keep with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

SMART COPYING PRESSES



CAST-IRON WITH FORGED STEEL SCREWS
TWENTY-ONE STYLES AND SIZES

JAMES SMART PLANT
BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.

A Good Display Suggests the Need

If a motorist sees an article he could use on his car, he is likely to buy it. Keep your accessories well displayed. Mention different lines to every motorist who enters your store, and in a short time time you'll be doing a big accessory business. All our lines are known and advertised—you'll not have to talk quality. Send us an order NOW.

Partridge Tires, Hart Batteries, Patches, Interliners, Tire Covers, Spring Covers

Samuel Trees & Co., Limited

42 Wellington St. E. - - - Toronto

WILLIAMS' "VULCAN" DROP-FORGED SAFETY LATHE DOGS

THEY are guaranteed for service because they are dependable, and they are dependable because their design is right; their material is the best for the purpose that can be bought; their workmanship is the result of the skill obtained during nearly half a century in the production of superior drop-forged tools.

Williams' "Vulcan" Safety Lathe Dogs are built for a life-time of strenuous service and provide absolute safety for the operator at the same price as the old-style, dangerous dogs with projecting screw.

Dogs that are safe to use are safe to sell. Booklet on request.

J. H. Williams & Co.,

"The Drop-Forging People"

CHICAGO, 1030 W. 120th St. | BUFFALO, 30 Vulcan St. | BROOKLYN, 30 Richards St.

W. BRUCE CAMPBELL, Western Canadian Agent
30 Confederation Life Bldg., WINNIPEG, CAN.

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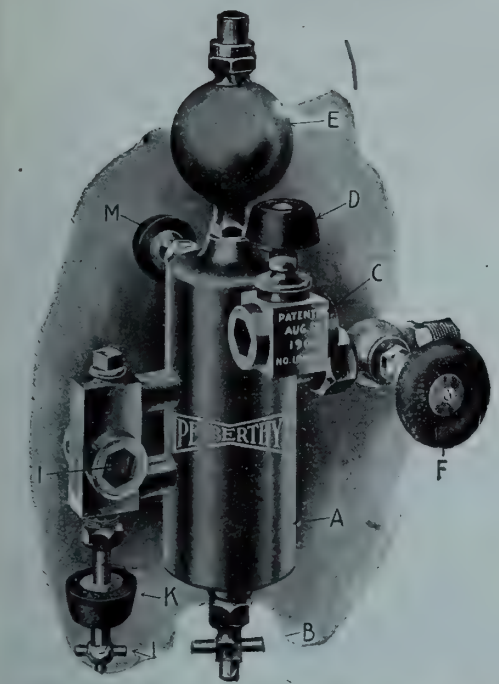
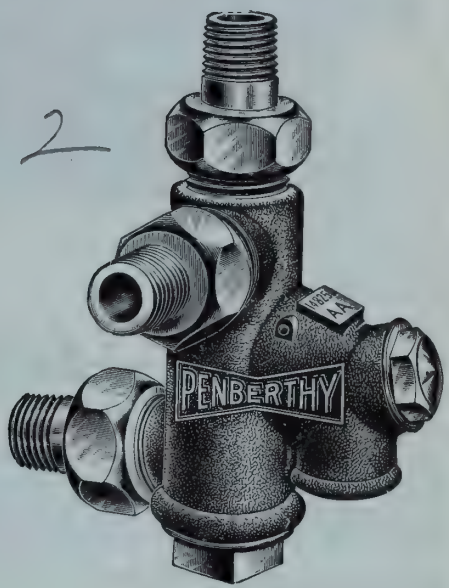
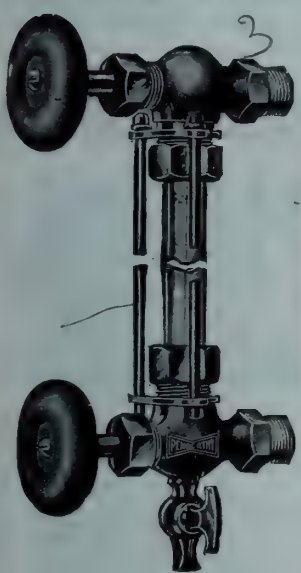
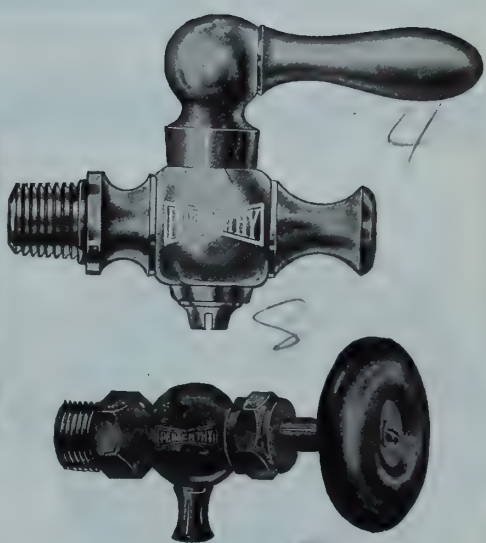
Steam Supplies







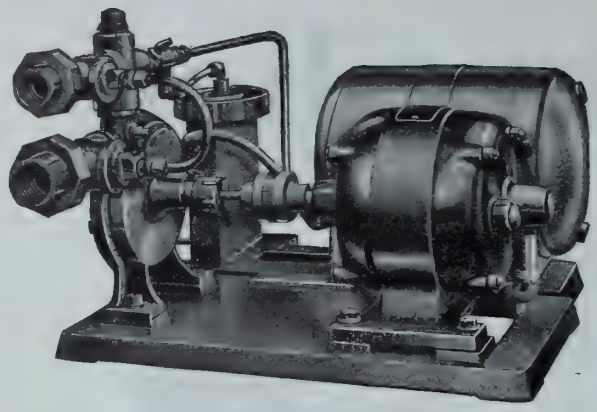


Pipe and Fittings

CAVERHILL, LEARMONT & CO.

MONTREAL

If interested, tear out this page and keep with letters to be answered.



MADE IN CANADA

Westco

A Water System Without a Tank

For operation off Hydro or Farm Light Plant

A New Field for Profit

THE need for such a water system as the Westco is urgent in rural and suburban homes to-day. Wherever introduced it is selling rapidly. For its many interesting and splendid features make instant appeal to the farmer or rural resident who has electricity available.

Get even one Westco System installed in your territory, and it will sell many others. It is a small, compact system, yet absolutely efficient in every detail.

Its chief selling features are:

(a) It has no supply tank.
(b) Simplicity of construction; no complications possible.
(c) Pump has only one moving part—the impeller. Nothing to wear out, except one bearing, which will last for years.
(d) Cheap to install, maintain and operate.
(e) Entirely automatic.
(f) Has no tank, no valves, no gears, no belts, no springs, no oil or grease cups, and it is self lubricating.
(g) Uses less power than Electric iron while supplying water for four faucets.
(h) Pumps 300 to 500 gallons per hour.
(i) Size 16½" long, 14½" wide and 11" high, weighs less than 100 pounds.
(j) Opening of any faucet starts pump; closing of faucet stops it at once.

If your territory is still open, write us at once for full particulars and details of this splendid selling water system.

Westco Pumps Limited
707 Yonge St. Toronto, Ont.

JACOBS CHUCKS

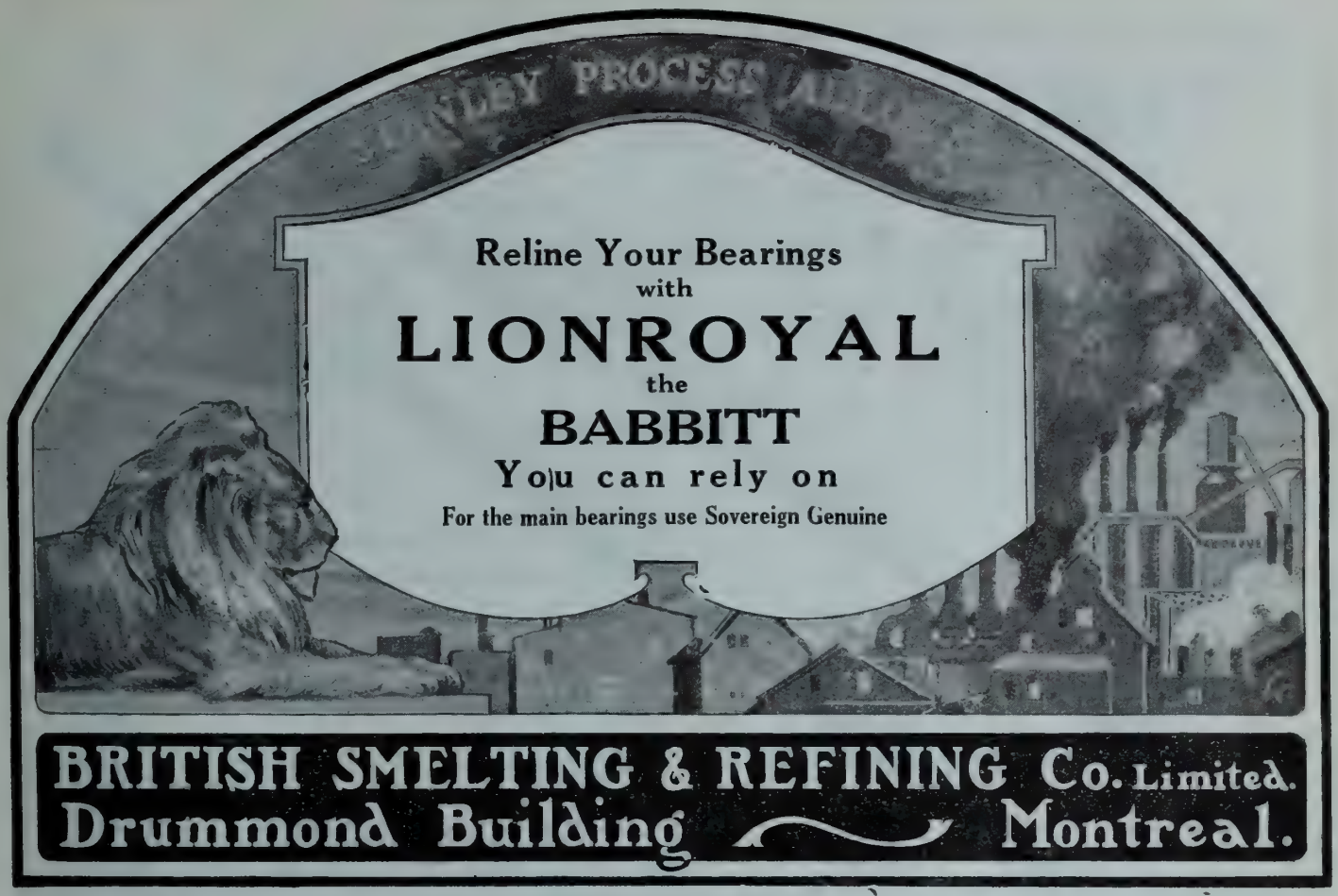
---it's what your customer gets out of them

The dealer who sells Jacobs Chucks is selling his customer better drilling—better, because of the greater efficiency, convenience, ease of handling, and economy in the operation of his drills.

This better drilling is what the man who buys chucks is looking for. Why not give him what he wants, or inform him as to what he needs?

That's why Canadian hardware dealers handling mill supplies have found Jacobs Chucks a most profitable line.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.



BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

Davidson's "BEAVER" Heaters

We should be glad to supply you in addition to our general catalogue, information on Enamelled Signs, Ranges, Refrigerators, etc., etc.

These very practical heaters are made in several styles with or without ornamental swing top and nickel plated band. They are made with new roller grate and ash pan and can be shaken down without opening ash door.
They have great heating capacity and are made in two sizes—11¾ in. and 13 in. body diameter—with crank handle complete. Floor pans can be supplied in place of feet if desired.

The Thos Davidson Mfg Co Limited

Head Office: 187 Delisle St.
MONTREAL

Branches: Toronto and Winnipeg

Steel Foundry Division:
Lachine Canal, Turcot

DAVIDSON'S PREMIER STOVES MADE IN CANADA THE SEAL OF DURABILITY THE THOS DAVIDSON MFG. CO. LIMITED

DAVIDSON

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

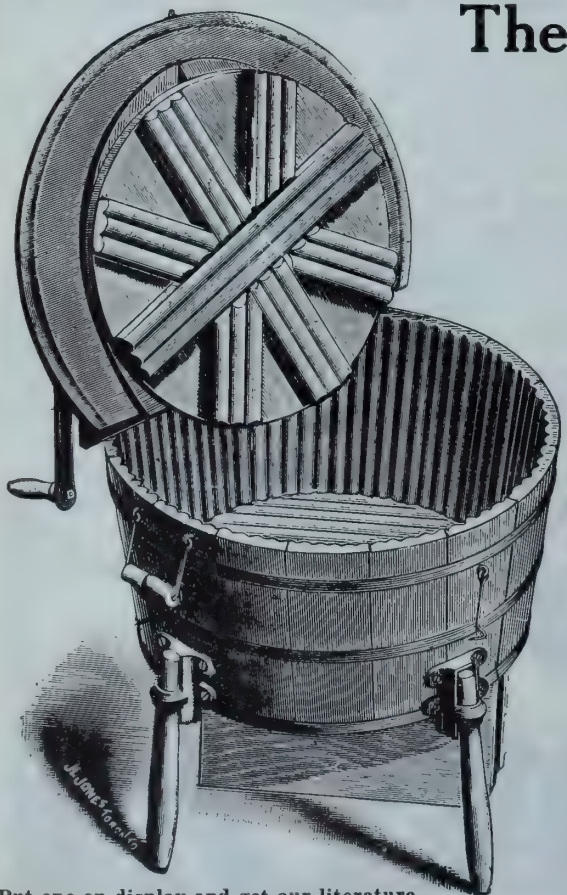
Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

The "STEPHENSON" Washing Machine Sells Readily



Put one on display and get our literature

It requires but a few moments of your time to explain the merits of the Stephenson Water Power Washing Machine—and then the sale is completed. Your customer will have no reason to doubt your statements, because each and every wash day will prove your claims for the "Stephenson" in their entirety.

We urge that you prominently display this washing machine in your store. All details as to prices, sales helps and literature are here for the asking. Write us now. It's in your best interests to do so.

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS
Guelph, Ont.

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LTD.
1070 Homer St., Vancouver

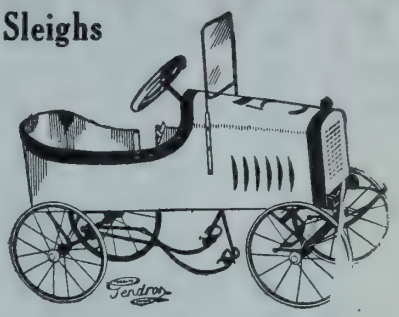
H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

If interested, tear out this page and keep with letters to be answered.

THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs

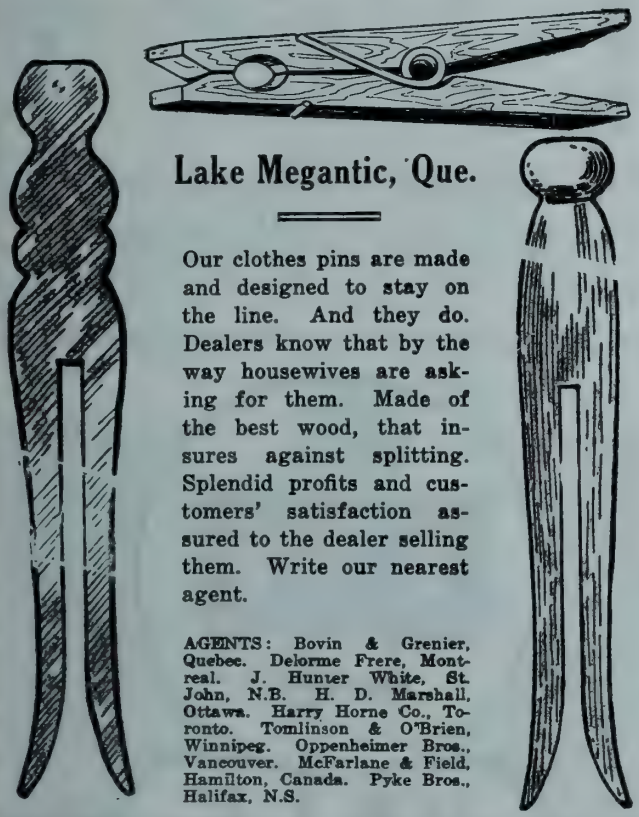
Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.



The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

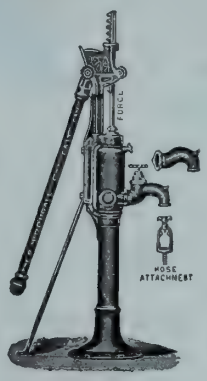


Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

Glaziers' Diamonds of All Descriptions

To be obtained from Dealers' in Glass Hardware and Painters Supplies.

Our Popular Pattern with Rack for Breaking off Glass
Used Everywhere

Quality—*The Best*

Established Over 100 Years

Send for Illustrated CATALOGUE of every tool required for GLASS CUTTING or to our

Agents: A. Ramsay & Son Co., Montreal

If interested, tear out this page and keep with letters to be answered.

VOL-PEEK

MENDS HOLES IN POTS AND PANS

Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and Operating Vol-Peek Mfg. Company)

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

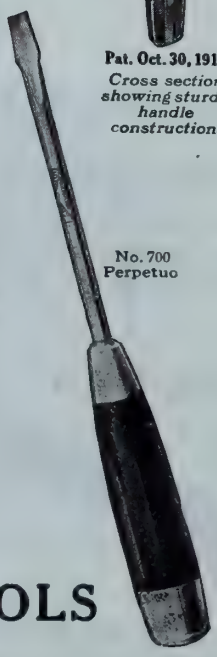
Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

Pat. Oct. 30, 1917
Cross section showing sturdy handle construction.



No. 700 Perpetuo

The Perpetuo Screw Driver—

The sturdy tool for strenuous jobs

Another Guaranteed Mayhew Product

Perpetuo is the screw driver your customers have been looking for—they will buy it on sight. It is built for the strenuous life, of selected, tough, tool steel, Mayhew hammer-forged and perfectly balanced craftsman's tool —its Rock Maple handle is locked into the blade for all time insuring perpetual strength and dependability.

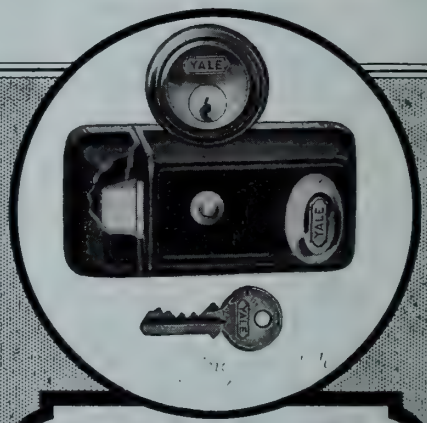
Perpetuo should be your big leader this season. Stock it and display it now. Ask for Number 700 *Perpetuo* and order today.

At your jobber's—or

CAMPBELL AGENCIES
McKinnon Building, Toronto, Canada

MAYHEW STEEL PRODUCTS, Inc.
291 Broadway, New York

MAYHEW MADE TOOLS ARE RIGHT



TRADE **YALE** MARK

The trade-mark that means "All's Well"—

WHEN your customers see "Yale" on the Night Latches, Padlocks, Door Closers and Builders' Hardware you carry—they ***know*** "all's well."

Handling a line of established reputation, extensively advertised, brings prestige and profit to the dealer stocking Yale products. The trade-mark "Yale" helps make the sale.

Yale products are made at St. Catharines, Ontario

Canadian Yale & Towne Limited

Heats Water in a Minute

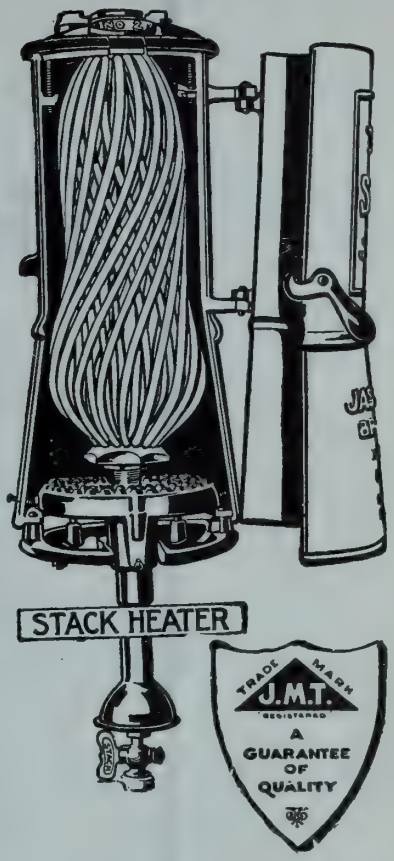
STACK HEATER

Less Gas

The network of small pipes exposed to the hot gas flame will heat water quicker than it would in one large pipe because of the greater heating surface offered. Heats water in a minute; show your prospect. No technical knowledge is necessary to see the advantages of the Stack Heater.

Best for you. Best for your customer.

Send for a Stack Heater Display Card



The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, Toronto, Ontario

Performance Counts

BURMAN CLIPPERS

Are made for clipping horses and for shearing sheep. They are made of the best materials procurable, by the best skilled workmen it is possible to engage, and by a large company who manufacture only clippers. Never has expense been spared if there was possible the slightest improvement in quality or cut. That means a tremendous lot to the hardware merchant.

YOU DON'T HAVE TO BUY A NEW HEAD

PLATES ARE INTERCHANGEABLE

BURMAN CLIPPERS

Are the acme of perfection when it comes to performance. They cut clean. Heavy work does not frighten the "Burman"; they handle the heavy, tough hair well, giving every service and satisfaction to the user.

One important point for the dealer is that plates are interchangeable, that is, when the purchaser wants to shear sheep he simply requires to change the plates. This does away with the old necessity of buying a new and costly head.

YOU DON'T HAVE TO BUY A NEW HEAD

B. & S. H. THOMPSON & CO., LIMITED

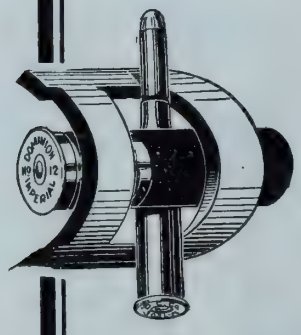
MONTREAL TORONTO WINNIPEG VANCOUVER NEW GLASGOW

THIS YEAR—

BE sure you get all the benefit from the sales-producing Dominion Cartridge Window Trim—ready for free distribution August 15.

It will link your store with the known dependability of Dominion Shot Shells and Metallics.

You can't afford to do without its silent-salesmanship. The more you use it, the more it will boost your sales.



Out of 20 registered tournaments this year, Dominion Shot Shells won 13 and tied 4.

Dominion Cartridge Co., Ltd.

Head Office: Montreal

Halifax Toronto Sudbury Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, JULY 31, 1920 No. 31

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

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Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

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CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephine Adel. 5740; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone, Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

"JAMES" BRAND

GENUINE ENGLISH

LITHARGE

DRY RED LEAD

WHITE LEAD IN OIL

NO BETTER ON THE MARKET

STOCK AND IMPORT

A. C. LESLIE & CO., LIMITED
Canadian Agents
MONTREAL

"QUEEN'S HEAD"

and

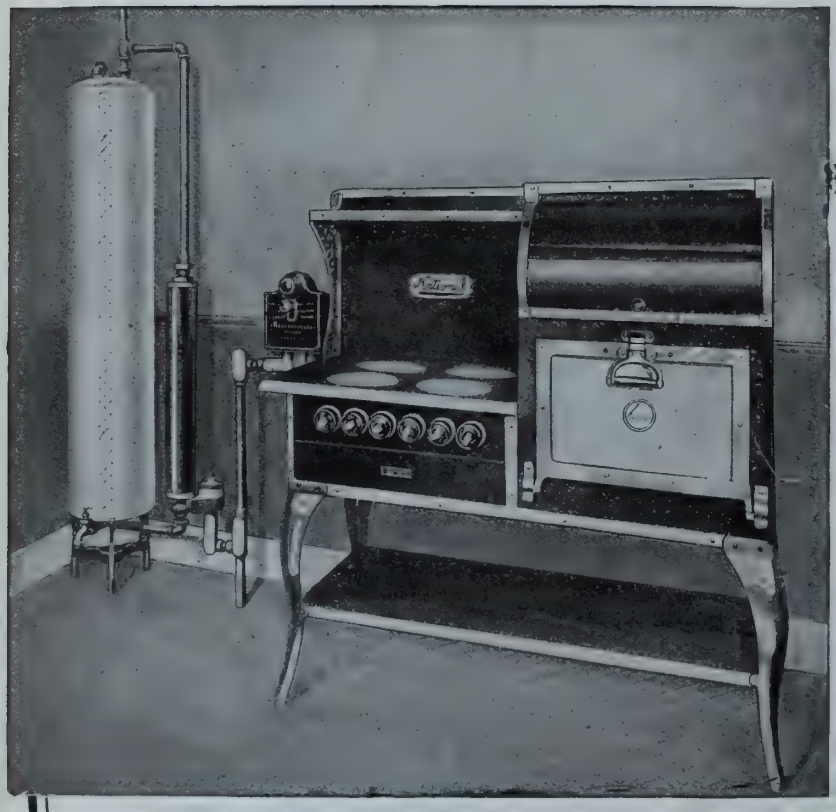
"FLEUR de LIS"

are household names in the sheet metal trade.

An initial order always leads to a repeat.

John Lysaght, Ltd.
Manufacturers
BRISTOL, ENGLAND

A. C. Leslie & Co., Ltd.
Managers Canadian Branch
MONTREAL



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The National Electric Heating Co., Limited
Toronto, Canada

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, JULY 31, 1920 No. 31

Building Revival Stimulates Tool Trade

Substantial Increase in Building Throughout Canada—Scarcity of Skilled Tradesmen Forces Property-Owners to Do Repairing—Tools Are Backbone and Sinew of Hardware Trade—Dealers Who Substituted Newer Lines During Slack Years Should Now Push Sales of Good Tools.

THE season for tool selling is now in full swing, and while building in recent years has not been very brisk, yet much construction is now being undertaken despite high costs, it being realized that a fast-growing population must be housed at any price. The stagnation of recent years is passing, to a large extent, and this statement is confirmed by statistics. The pronounced improvement in building figures of the Dominion for the early months of the year has been well maintained for the month of June, the building totals for the month, standing at $13,287,300 as against $7,138,468 for the corresponding month a year ago. Building totals for the half-year period are double the returns for the corresponding period last year and total $59,691,699, while the returns for the first half of 1919 were $28,252,203, the returns this year therefore being in excess by $31,439,496. This increase is due in small measure to the higher prices prevailing for practically every form of building material this year, but the returns are a guide to the development in building in this country.

All Parts of Country Figure in Increase

As to what portions of the country are benefiting most from this building revival it is noted that for the 28 Eastern cities, permits issued totalled $10,011,277 for the month as against $5,798,763 for June 1919. There has been an extensive

The windows are a big help in stirring up action in favor of the use of tools. Here is a well arranged window of tools used by a hardware dealer in connection with local advertising. For the past few years there has been a tendency to relegate the tools to the background in favor of some lines newer to the hardware trade. Don't forget that builders' tools have been the backbone and sinew of the trade for many long years and with the revival of building this line is again coming into its own. Do your part by the extensive use of windows, advertisements and sales talk, to encourage the wider use of good tools.

revival in the West also, as indicated by the total of $3,267,123 for the 15 cities as compared with $1,339,705 last year. Toronto and Montreal are both well in the lead, Toronto's returns totalling $2,-656,193 and Montreal's $2,440,983. Winnipeg also has made a rapid advance, permits reaching a total value of $1,236,-450 as against $22,900 last year. Halifax leads in the Maritime Provinces with a total of $489,435 as against $213,300 for St. John and $163,210 for Moncton. The city of Sherbrooke also has entered upon a period of activity, totals standing at $639,703, as compared with $39,-000 last year. Other centres in the East which are carrying out extensive building programs are: Quebec City, $332,-990; Hamilton, $452,775; and Windsor, $342,290. Ottawa, witha total of $224,-600, is considerably behind last year's figures of $856,205. Vancouver made progress last month, however, with a total of $236,630 as against $62,921 last year. York township continues its steady development with permits totalling $560,000, an increase from the return of $417,800 a year ago. The smallest return is reported by the city of North Battleford, permits issued last month being valued at $625, and for the corresponding period a year ago, $490.

Building Industry in Healthy Condition

These figures indicate the true condition of the building industry in Canada. It is in a healthy and fast-developing stage and it is time for the dealer who put builders' hardware in the background during the war period and since the armistice, to again bring it to the fore and do his part in convincing people that building should be proceeded with under the circumstances. Hardware dealers have been busy during the past few years selling lines which are newer to the trade than tools and builders' hardware; some have adopted furniture, bedding, etc., in place of what was formerly the bone and sinew of the trade. While these new lines are quite in order if they are making a profit, yet the revival of building fully justifies a little more attention to the tools and hardware end of the business.

Two-thirds of Carpenters Have Not Complete Tool Set

Men in the building trades are busy these days; it is very difficult to get skilled help. They are getting a fair remuneration for their work and are therefore prospects for the purchase of good tools. As an ordinary condition it might safely be said that two-thirds of the carpenters in Canada are not the possessors of a complete tool kit. New tools are constantly coming on the market which help to lighten labor. Two tools now do the work the one tool formely did, but it is done in half the time. The production of tools is an industry which has progressed rapidly during the past years, while the building trades, which have been more or less stagnant, are as yet little acquainted with the progress which has been made.

The present season has been a good one for the hardware trade. Sales of automobile accessories, paints, gardening tools, etc., have been in good volume. And now that these lines are passing to a quieter season, building tools come forward with a large and fruitful field awaiting development.

Houseowners Doing Odd Repairs

Not only are the skilled tradesmen prospects for the sale of tools, but also the houseowner who takes enough interest in his house to do a little fixing. There are campaigns under way to economize property values by the adequate use of paint as a protection. Making a few repairs around the house will make the advantages from the use of paint far more lasting and the result will be more pleasing. Summer resort season is also at hand and there is always a good deal of fixing to be done around summer cottages. Strange too how many people forget to bring their tools with them when they go away for summer holidays and this is a harvest for the dealer fortunate enough to be located near the resort. And don't forget it always pays to sell good quality tools. The amateur tool user will be far better satisfied with his work and therefore a much better prospect for future sales of tools if he has good tools and does a good job. And under present circumstances it pays to encourage the houseowner to do his own repairing. Skilled tradesmen are so difficult to secure that they are inclined to pass up the little odd job around the house and it more or less devolves upon the owner to do the work himself if it is to be done within a reasonable time.

Encouraging the houseowner to take an interest in his tools and set up a workshop on a small scale in the basement of his home will do much to increase the sale of tools. There are a limited number of tradesmen who earn their living by the use of tools, and the tools they buy do not wear out in a day, so that new fields have to be developed in order to increase the volume of tool sales. Circumstances were never more opportune for encouraging the property owner to a wider application of his own energies to work of this kind, in combination, of course, with good tools.

WEST END HARDWARE WEST END HARDWARE

SATURDAY SPECIALS

GOOD VALUES IN TOOLS

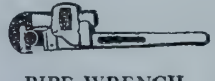
FOR SATURDAY

AUTO STEEL WRENCH

Everyone should have one of these wrenches, very handy and the price so reasonable, only **75c each**

WESCOTT WRENCH

One of the most useful wrenches made. All mechanics buy this wrench, 8 inch, goes at **$1.50 each**



PIPE WRENCH

Why not buy one of these pipe wrenches for yourself and stop borrowing from your neighbor, 10 inch goes at **$2.50 each.**

BULL DOG WRENCH

A well named wrench, will hold like a bull dog on round pipe or square nuts, very handy to have one around the house, price only **35c each.**

VICTOR WRENCH

Most useful wrench on the market. You can get at places with this wrench where you can not touch with others and the price is only **$1.75 each.**

AUTO PLYER

This plyer is known the world over as an indispensible tool, every car owner must have one. Price only **75c each.**

WIRE PLYER

Made of drop forge steel, most useful tool around the house and farm, to go on Saturday at **90c each.**

YANKEE SCREW DRIVER

One of the finest tools on any market, the Yankee is known the country over, hard to do without, one of these, better have one on Saturday at **$1.50 each.**

YANKEE DRILL

Most complete hand drill made, can bore into a corner without turning the handle all the way around. Make your kit complete by adding one of these. A few left at **$5.50 each.**

FRED W. KARN

Ads. such as this one by Fred. W. Karn, Ingersoll, Ont., are ones which greatly help to stimulate interest in tool buying. There have been too few of this kind of advertisements used by hardware dealers in recent years, due undoubtedly to abnormal conditions. Link up the ads. with the window displays now that building revival is taking place and see what it will do for you.

A Call to Sportsmen to Go Fishing and Hunting

A novel suggestion, conveyed effectively through the window display, suggests to the sportsman that the fishing season is here and that he should be fishing. The trim was arranged by the Kingan Hardware Co., Ltd., Peterborough, Ont., and was the centre of much interest.

It will be noted that a stump has been placed at the edge of an artificial pond and on the stump rests a little man holding a fishing rod under his arm and the line in his hand, appearing to catch the live fish that are swimming around in the running water. Trees surround the pond, bearing out the suggestion of an ideal fishing spot, and attempting to resemble some nearby haunts where favored by local sportsmen.

The attractions at the other end of the trim are the arrangement of fishing poles, fishing tackle-box of assorted tackle, fish baskets, nets, landing hooks and different kinds of bait. A few guns have been placed in the background as a gentle reminder that a gun usually has its place on a fishing expedition. The entire background is trimmed with sporting pictures and green boughs.

Such a window as this carries the strongest appeal to those it is desired to reach and the results of such trims are generally sufficient to justify the time and energy spent on their arrangement. In this case they were.

EDITORIAL COMMENT

WHY LEGITIMATE RETAILERS WANT LICENSES FOR EVRYONE ENTERING THE TRADE

A PROFESSED "merchant" of an Ontario village is endeavoring to conduct his business in such a way as to emulate the Hebrew of biblical history who sold his birthright for a mess of pottage. A recent advertisement by this dealer dealt with a clearing sale in which this statement appeared:—"All the above will be sold at a discount of 5 per cent. during the First Week in August; 10 per cent. during the Second Week and 15 per cent. during the Third Week. And 20 per cent. or no reasonable offer refused during the last week in August."

It is because there are so-called merchants of this type in business that legitimate retailers are calling for concerted action to have a closer scrutiny put upon those who wish to enter the trade. Practice of this kind not only reflects upon this individual but upon all other bona-fide retailers who are doing their best to serve the public. At the present time there is too much superficial sentiment against the retailer as the "root of the high price evil," and such indiscriminate and ridiculous advertising only tends to confirm in the public mind the idea that the retailer is making exorbitant profits when he can make such drastic reductions.

Cash and other special discounts are quite within the realm of judicious merchandising when applied by an intelligent retailer who knows enough to allow himself a fair margin of profit at all times. But the pyramiding of a scale of discounts ranging from 5 per cent. to 20 per cent., according to when the goods are bought, within a period of one month, concluding with the statement that no reasonable offer will be refused, tends to put modern merchandising methods in the category of the ridiculous.

GERMAN PRACTICE DISCREDITS ENGLISH AND U.S. CUTLERY, RAZORS, FILES, ETC.

A REPORT appears in this issue that German razors are again on sale in Canada though at greatly increased prices. Commenting on the efforts of Germany to again secure a place in the world's markets, an English authority makes the important statement: that Germany is dumping its surplus of inferior trade stocks in England and America and is marking its exports to England "Made in America" and its exports to America "Made in England." He remarks that this practice is being followed to realize quickly a great sum on manufactured articles which it could otherwise not sell because of popular prejudice. There is no question, however, such a practice is discrediting to American manufactures in England and to English manufactures in America. The chief lines thus offered are cutlery, scissors, razors and files. It is stated that two German firms located in Glasgow were each fined $100 for selling German razor blades trade-marked "Made in America."

Sheffield steel manufacturers are reported to be rushing inspectors throughout Britain to check retailers' stocks and to detect forgeries. The Government has ordered prosecutions to be made. It is stated that the trade has direct evidence that Germans are shipping wares marked "Made in America," and intended for English consumption, to New York from Hamburg, where they are transhipped to Liverpool from New York and seemingly arrive in the ordinary course of trade in the United States. A big trade has similarly developed in the middle Near East, especially in Egypt and India and it looks as though Germany was out to recover its grip of the world's markets at any cost.

ENGLISH PRODUCTION NOW LARGELY DEVOTED TO STAINLESS STEEL

THE demand for English stainless-steel cutlery is so great that the output is now, to a great extent, limited to this class of cutlery. Large quantities of the ordinary kind are wanted but men prefer to work on the stainless, as the rate of remuneration is greater. Orders for many thousands of dozens of ordinary table knives are being held up, as the demands for stainless keep the operatives nearly fully employed.

Electroplaters are unable to get enough bottles for the cheaper grades of cruet sets. Deliveries from Bohemia have increased, but the prices are as high as for British-made.

Outlines Hardware Association Plans

Valuable Service to Be Rendered Members of Ontario Retail Hardware Association Through Efforts of Permanent Secretary—Price Service, Collection Bureau, Freight Audit, Complaints, Information, District Meetings, Part of New Plan.

PROGRESS is being made in connection with extending the service to the trade by the Ontario Retail Hardware Association through the medium of a permanent secretary. In this connection the following letter to association members from the president is of interest:

To The Retail Hardware Trade of Ontario:

Dear Sirs,

At our convention in February last, the consensus of opinion was that our association should have a permanent secretary, who could devote his whole time and energy to the one object of rendering service to the retail trade of the province—and a resolution was passed recommending this step.

Your executive have been fortunate in entering into an agreement with our present secretary, W. F. Macpherson, to take up the work of permanent secretary as soon as he can arrange to dispose of his present business.

Mr. Macpherson has exceptional ability for a position of this kind, with many years of experience in the retail trade, having conducted most successfully for the past twenty years a hardware business in the town of Prescott, with another seventeen years' experience prior to entering business on his own account.

With the time at his disposal to devote wholly to the service of the Association, his energy, initiative and ability will, I am sure, prove of untold benefit to the retail hardware merchants of our Province.

Present trade conditions are such that the need must be apparent to all of us, of a strong, active organization to look after our interests, and the step proposed will, I am satisfied, be the means of realizing that long-felt want. Manufacturers and jobbers have their respective organizations, and we frankly admit their strength in protecting their own interests. With united effort the retailers can wield an influence just as effective, and have an organization just as strong in the protection of their own interests.

Some of the proposed services (any one of them worth the membership fee) are outlined in the enclosed circulars. I would ask you to consider them carefully and advise me on the enclosed card of your interest and co-operation, also any suggestions you wish to make.

Yours very truly,
ED. WANLESS,
President.

PRICE BOOK.—The services mentioned in the letter include the furnishing of a price book to be a loose leaf binder 11 x 8½ inches with heavy canvas cover and leather corners. Ex and expander bolts, with a capacity of 1,000 pages or over. A canvas tab index will also be supplied.

PRICE SERVICE.—This will consist of a complete cost service (sheets to fit binder) covering retail hardware stock—general lines—revised and kept up-to-date. Members will have the right and will be requested to ask for sheets covering any special lines desired. Where possible, the necessary retail prices will be shown to obtain profits on sales at stated overhead costs.

SALES BUREAU.—Members will be asked to submit on forms supplied, lists of goods which they wish to dispose of on account of overstock or any other reason. These lists will be circulated throughout the trade weekly, and should be effective in disposing of overstocks or stickers.

COLLECTION BUREAU.—Collection letter forms will be supplied members and the assistance of secretary's office will be given to aid members in making collections of outstanding accounts. This branch can be readily expanded.

FREIGHT AUDIT.—With sufficient membership to warrant, an audit of freight bills will be made for members by a qualified freight clerk. Thousands of dollars are collected in the U.S. annually, from overcharges through wrong classification, wrong rates and wrong weights.

TRADE COMPLAINTS.—Complaints against manufacturers or jobbers will be taken up through the secretary's office. Adjustments will be more probable and the deterrent effect on offenders will be to the benefit of the whole retail trade.

INFORMATION.—The secretary's office will be glad to give information or procure it, covering any desired line of goods. Catalogues and price lists will be kept on file as largely as available with this end in view.

DISTRICT MEETINGS.—With the approval of convention a series of district meetings will be instituted in different sections of Ontario, to be attended by secretary and members of executive, to discuss matters arising from local conditions, as well as general topics of interest to our particular branch of trade.

ENLARGED SERVICE.—Every effort will be made by the executive and secretary to enlarge the scope and service of the association and suggestions from members will always receive earnest attention.

COST OF SERVICE.—The executive, after carefully considering cost of administration, travelling and office expenses and supplies, estimate that with proper support the service outlined can be given for an annual fee of $15, subject to ratification of convention.

CANADA'S ELECTRICAL-APPARATUS INDUSTRY

Figures of the industrial census taken by the Canadian Board of Statistics show a total of 68 plants engaged in the manufacture of electrical goods of various kinds, 42 of them being located in Ontario, 13 in Quebec, 7 in Manitoba, 3 in British Columbia, 2 in Alberta, and 1 in Saskatchewan. These 68 plants represent a total capital investment of $43,285,405—Ontario leading with $26,426,129, Quebec following with $16,525,454, Manitoba being credited with $253,026, British Columbia with $42,881, Alberta with $19,736, and Saskatchewan with $18,179. Of the total capital $10,635,572 was invested in land, buildings, and fixtures, $6,518,132 in mchinery and tools, $17,071,528 in materials, stocks in process, finished products, fuel and miscellaneous supplies on hand, and $9,059,173 represented working capital. In 1918 the industry had 6,595 male and 2,268 female employees, to whom it paid $8,456,705 in salaries and wages. The selling value at the works of all articles produced during the year is shown by the census returns to have been:—

Products—	Selling value at works
Dynamos, generators, and converters	$1,503,443
Transformers	2,291,874
Switchboards, panel boards, and cabinets	990,898
Motors of all kinds	2,727,673
Storage batteries	212,624
Primary batteries	1,397,635
Incandescent lamps	1,924,745
Sockets, receptacles, bases, etc.	415,855
Electric light fixtures of all kinds	311,844
Telegraph apparatus	71,230
Telephone transmitters	50,000
Telephone receivers	95,000
Telephone interior systems	444,000
Telephone central switchboards	750,000
Telephone private exchange switchboards	110,000
Insulated wires and cables	5,154,984
Electrical machinery of all kinds	1,738,085
Carbons	1,362,666
All other	8,492,843
Total selling value	$30,045,399

EVENTS IN THE TRADE

Obituary

Portneuf, Que.—J. Roger Fournier, hardware merchant, is dead.

Business Changes

Collingwood, Ont. — Ferguson & Wheatley, Ltd., hardware, autos, etc., have sold their hardware stock to Latimer & Johnson.

Would Limit Use of Natural Gas

Bridgeburg.—The Provincial Natural Gas Company, as anticipated for some time, is now seeking to have the use of natural gas limited to cooking and water-tank heating during the winter and fall months.

Cement Orders Cancelled to Conserve Fuel

Brantford.—All the cement orders have been cancelled throughout the province except for rare cases that are absolutely necessary to be finished. Only one cement company is turning out material just now on account of the lack of fuel and orders for roads as well as for buildings have been cancelled.

Picnic of Canadian Westinghouse Company

Hamilton.—The annual picnic of the Canadian Westinghouse Company was held to Grimsby Beach on Friday, July 23. A very interesting list of sports was prepared by the committee. The 91st Highlanders' band was secured for the day, and after accompanying the first train to Grimsby, gave an extended concert in the park there.

Wm. R. Hargan's Death

Ingersoll.—From the effects of paralysis, the death occurred this week of William Richard Hargan. He came to Ingersoll from Seaforth, and up to a year or so ago was employed by the John Morrow Screw and Nut Company. He was in his 76th year. He is survived by two daughters, Misses Mabel and Eva, at home; one son, J. Edgar, works manager of the John Morrow Screw and Nut Company, and three sisters.

Kasement Skrene Dore Co.

Kasement Skrene Dore Co., which for some time past has been located on Church Street, Toronto, has purchased much larger building and property at 269-271 Richmond St. W., Toronto, and expect to move to the new location about Aug. 15. The new buildings will provide much larger quarters with additional room for expansion.

MANUFACTURERS TO MAKE ANNUAL RETURN OF SALES TAX AS AFFECTING RETURNABLE PACKAGES

Owing to the fact that the sales-tax regulation applying to returnable packages, in its original form, created unnecessary labor and expense to manufactures who ship goods to their customers in returnable packages, representations were made by the C.M.A. and a ruling made that manufacturers dealing in goods shipped in returnable packages may make to the Government, not later than the end of March in each year, an annual sales tax return as to such packages, instead of monthly returns; and the sales tax so payable to the Government by the manufacturer shall be paid on the difference between the amount charged for the returnable containers shipped during the year and the equivalent amount rebated for containers returned during the same period; and it shall be optional with the manufacturer to charge the sales tax on the value of returnable containers in invoices to the purchaser subject to credit when returned, or to pay such sales tax himself.

Will Consider Freight and Express Rates Increase

A hearing will be held in Ottawa on August 10th as to the proposed increase in freight rates. On July 9th the Railway Association of Canada, on behalf of member railways filed an application for an increase of 30 per cent. in freight rates. The Transportation Committee of the C. M. A. have decided to retain counsel to assure the proper consideration of the question to the end that any increase allowed must be based on a proper statement of the actual conditions of the different railways. Special consideration will be given to the effect of percentage or horizontal increases on the rate bases, different localities, markets, existing unreasonable and discriminatory rates as well as difference in increase between the East and the West.

The Express Traffic Association of Canada has applied for permission to increase existing rates by 40 per cent.

Hang on to Stove Pipe Stocks

Montreal. — "Hang on to your stove pipe stock," is the advice given to Hardware and Metal by a leading manufacturer. "Canada plates are scarce and hard to obtain and the prices are high. Those who have stock should not sacrifice it."

The great difficulty of obtaining more than meagre supplies of Canada plate has been pointed out in Hardware and Metal of late and there is little likelihood of conditions soon improving. There is bound to be difficulty in getting "repeats" on these lines this fall.

Annual Outing of Dunlop Rubber Co.

A unique feature at the Dunlop Rubber Company's outing this year was the meeting of Dunlop Canada and Dunlop America on the historic grounds of Niagara.

Dunlop America, Ltd., is the big new rubber industry launched this year in the United States by the Dunlop rubber interests of England.

When the outing of the Dunlop Tire & Rubber Goods Co., Ltd., was being planned in Toronto to Niagara-on-the Lake, the suggestion was made to have the employees of the Dunlop America cross over from Buffalo into Canada and hold one big day with their brother rubber men on this side of the line.

The upshot of the suggestion was a series of games—and a medley of sports in general—in which the employees of both companies and their families took part.

Purchase Approved

Brockville.—At the special general meeting of the shareholders of Canada Foundries and Forgings Company last week approval was given to the recommendation of the board of directors of the enterprise involving the acquisition of the Mann Axe and Tool Company, of St. Stephen, N.B.

If certain negotiations now being conducted with the municipality of St. Stephen are carried to a satisfactory conclusion, it is stated, the Mann plant at that town will be rebuilt without delay. The business will be conducted under the name of the Mann Axe Company, in which Canada Forgings will own a controlling interest.

NEWS OF WESTERN CANADA

Dominion R.M.A. Ask More Rigid Customs Inspection at Border Cities

Dominion Association Will Now Be Known as National Association of Retail Merchants of Canada—Important Resolutions Passed at Annual Convention in Vancouver Last Week.

Staff Correspondent Hardware and Metal

VANCOUVER, July 26.—Assembled in the Hotel Vancouver, the president, J. A. Banfield, of Winnipeg, opened the 15th annual convention of the R. M.A. of Canada at 10.30.

His Worship, Mayor Gale, of Vancouver, extended the welcome of the City of Vaucouver. Mr. McRobbie, B.C., member of the Dominion Board; "Mat" Phillips, of New Westminster, the new British Columbia president, and R. M. Miller, president of the Vancouver branch, all supported the Mayor in the kindest terms. John M. Bentley and W. J. Hougood, of Halifax; T. A. Getz, of Red Deer, Alta. (Alberta president); S. E. Fawcett, of Saskatoon; B. W. Ziemann, of Preston; W. B. Ball, of Assiniboia, Sask., and John G. Watson, of Montreal, all replied in fitting terms. All of the visitors were lost for adjectives to describe their impression of the vastness of the Western Empire they crossed to reach the convention. That's the big thing about these conventions. They permit a few of the influential citizens in various parts of our great Dominion to learn what they did not know about their neighboring provinces, and the conditions under which their fellow retailers are working.

The roll call of officers found all present with the exception of the treasurer, who wrote regretting his absence owing to circumstances over which he had no control.

The accredited delegates registered were as follows:—

J. A. Banfield, Winnipeg; Jno. G. Watson, Montreal; E. M. Trowern, Ottawa; Jno. M. Bentley, Halifax; W. J. Hopgood, Halifax; S. E. Fisher, St. John; Robert Strain, Woodstock, N.B.; Walter G. de Wolfe, St. Stephen, N.B.; T. A. Gaetz, Red Deer, Alta.; Jos. Killas, Medicine Hat, Alta.; F. E. Raymond, Saskatoon, Sask.; S. E. Fawcett, Saskatoon, Sask.; J. H. Curle, Manitoba, Secretary; M. J. Phillips, New Westminster; B. W. Ziemann, Preston, Ont.; W. C. Miller, Toronto, Ont.; D. W. Clark, Toronto, Ont.; W. P. Ball, Assinniboia; Geo. H. McRobbie, Vancouver; Geo. S. Hougham, Vancouver; D. H. Kent, Vancouver.

Mr. and Mrs. W. S. Inglis, Winnipeg; J. A. Peters, Woodstock; T. A. Beacock, Woodstock; Lorne Kressy, Kipling; Frank Schroeder, Jonson, Sask.; Jos. Tate, Raymore, Sask.; A. G. McLean, Raymore, Sask.; A. J. Humphries, Raymore, Sask.; J. R. Homer, Saskatoon; G. A. Smith, Halifax; T .G. Watson, Montreal; Mr. and Mrs. L. B. M. Wright, Assiniboia; G. Craddock, Assiniboia; W. P. Ball, Assiniboia; L. Maze, Assiniboia; J. S. D. McNaughton, Mossbank, Sask.

J. A. BANFIELD,

Of Winnipeg, who has been re-elected President of the National Association of Retail Merchants of Canada.

President's Address

President J. A. Banfield presented his address reviewing the year's work as follows:

Gentlemen:

It gives me great pleasure to meet you again at our annual convention on the Western coast of this great Dominion, in this beautiful city of Vancouver, and to present to you my first annual report. Had I known at the time you honored me by electing me president of the Dominion Board and the Dominion Executive Council, that the duties in connection with this office were so far reaching and of such an important character to the retail trade of Canada, I would certainly have hesitated before accepting the office. I think that every retail merchant would admit, whether he is a member of our association or not, that the year through which we have just passed has been one of the most strenuous years in the history of the retail trade.

How the situation could have been met without an association such as ours — which reaches from coast to coast—is difficult to comprehend. In past years, when we were all busy trying to arouse interest in and to point out the necessity of every province being organized, little did we realize what it meant until the time arrived for united action.

Must Double Efforts

We must all be pleased with the results of our efforts, but we must remember that we have only laid the foundation. From now on we must build the superstructure, and in order to do so it will be necessary to more than double any efforts that have been made in the past, no matter how great they have been.

Personally I have great faith in the principles upon which this association is founded and the excellent character of the men who are associated with it. Its aims and objects reach out toward higher ideals in retail distribution. We ask for no special privileges, no attempts to take advantage of any other class, but an earnest effort to serve the public in the best and most economic manner, and to eliminate from the retail trade all methods of a deceptive or unethical character. These are ideals that I am sure the great body of retail merchants in Canada are aiming to achieve. To accomplish them we must make every effort to enroll more members into our association, and this can only be done by individual effort on the part of all the officers and all the members, and should not be left entirely to the paid officials of the association. I must frankly confess that the more time I give to the work of the association, the more work I find there is to do.

It must be remembered that the members of the Dominion Board and of the executive council are all engaged in looking after their own individual business, and receive no remuneration, and I am sure that we would all like to give more time to the association work if it were possible to do so.

Great Progress Being Made

During the past year I have attended a great many meetings of the association, and among others, I attended, by invitation, two conventions of the Saskatchewan Provincial Board, and I am pleased to re-

port that excellent progress is being made in that Province.

I also attended, by invitation, the annual conventions of the Provinces of New Brunswick and Nova Scotia, and I found excellent progress being made in those provinces. I visited also the city of Vancouver, and I was pleased to find great progress being made in this city and throughout the province of British Columbia. I have also kept in close touch with the work of the Manitoba Provincial Board and am pleased to report progress there.

On my way East I twice visited the office of the Ontario Provincial Board, and was pleased to find the work of that province progressing in a satisfactory manner. I also visited the office of the Quebec board while passing through Montreal, and found that their membership is increasing and there is every indication of excellent progress.

In addition to these I visited the head office at Ottawa four times during the year —once in connection with a special meeting of the Dominion Board held in the month of January, 1920; once in connection with interviewing the Government regarding the Board of Commerce; once in connection with a consultation with the secretary and treasurer of the Dominion executive regarding the proposed system of taxation by the Government, and again to attend the National Industrial Conference, as your representative. I also attended a meeting of the Western executive council in Regina for the purpose of assisting in its organization.

Widespread Activities

In addition to these various visits I have received and replied to a great deal of correspondence from the head office at Ottawa, and provincial offices in reference to the work of the Dominion executive council and the Dominion Board. In this connection I desire to state that very few members have any idea of the activities and importance of the Dominion office, only those who have an opportunity of following the work that is being done.

As the association grows in strength and members, in my opinion provision must be made for an increase in the revenue of the board. A resolution will come before you for your serious consideration to amend the constitution so as to increase the present per capita tax paid to the Dominion Board from one dollar to two dollars per member. To pay this additional amount may be difficult for some of the provincial boards unless they increase their membership fee, but we must bear in mind that if we want a continuous and increasing service from the Dominion office we must make provision for an extra assessment, and the more we improve the financial condition of the Dominion office the better the service the provincial boards will receive for their members.

Raising a Welfare Fund

You will also be asked to consider a resolution whereby this convention will discuss the advisability of raising an "organization and legislative welfare fund" of fifty or a hundred thousand dollars from those retail merchants throughout Canada who can contribute extra sums beyond their membership fee for the purpose of assisting in the organization work in every province, and also for the purpose of having funds in hand, when required, to more effectually assist in opposing any legislation of an injurious character or promoting legislation of a necessary character.

I might say that recently the manufacturers found it necessary to raise a fund of one million dollars for similar purposes, and so also have the labor union bodies and the farmers' organizations.

For years, as you know, our organization has been engaged in a great educational work among the retail trade that has cost time and money. In addition it has cost a lot of money to lay the foundation and equip our provincial offices and the office of the Dominion Board. Add to this the large sums of money we have spent in defending our members against injurious legislation, and there is no wonder that we require a fund for the purpose above mentioned. This is a matter that will require your careful consideration and action.

If it is your wish that such a sum as mentioned should be raised and if the securing of this money could be coupled with the formation of a special committee consisting of those retail merchants who could spare sufficient time from their business on occasional times to address meetings of retail merchants in various parts of Canada, and who would know that their expenses were taken care of, I thoroughly believe we could send a call out to the retail trade of Canada that would bring every self-respecting retail merchant into our ranks.

Must Defend Himself

The defence of the retail merchant must be made by the retail merchant himself. The day for sitting down and expecting the other fellow to look after us has gone never to return. We who have our money and our time invested in the retail distribution of merchandise must be awake to our position and we must be prepared to sacrifice our time and our efforts. The strong must come to the defence of the weak. Our plan of organization is based on sound principles; your money is sunk in Provincial and Dominion Board equipment. You have faithful and loyal secretaries and organizers in every province. The foundation stone is laid and I hope that before we leave this convention that every man will go home pledged to greater effort and greater sacrifice, and we can then build on what we have founded, an organization of which not only every retail merchant in Canada will be proud, but our customers, who are the general public, can feel assured that as long as this organization lasts their interests will be properly protected.

In closing, I desire to express my high appreciation of the excellent assistance that has been rendered by my fellow associates on the Dominion executive council, and thank you for your close attention. (Prolonged applause.)

Secretary's Report

Vancouver, B.C., July 22nd, 1920.

To the Officers and Members of the Dominion Board and the Dominion Executive Council of the Retail Merchants' Association of Canada.

Gentlemen:

Owing to the fact that the annual meeting of the Dominion Board this year is held four months later than it was held last year, and in order to cover the entire period between the holding of last year's convention and this year's, the report of

WILL INVESTIGATE PROFITEERING COMPLAINTS

The following resolutions were passed at the annual convention of the National Association of Retail Merchants of Canada:—

That it is the opinion of the members of this convention that the time has arrived for the establishment of a publicity bureau at the head office of our association at Ottawa, for the purpose of sending out notices to the trade press, and to the daily and weekly newspapers, notifying them of our activities, and submitting to them articles which would educate the public on the necessity of the retail merchants.

That whereas a great many statements are being made by men in public life setting forth the enormous extent to which, in their opinion, profiteering is being carried on in Canada, but who so far have failed to name the guilty parties or to take any definite or legal action to prevent the same. And whereas we believe that general statements of the above character, made without any true knowledge of the existence of the same, have a bad moral and commercial effect on the trade of Canada, we, as members of the Retail Merchants' Association of Canada, ask the aid of our customers to assist us by sending to the secretary or to any officer of our association in any city, town, village or province throughout Canada, or to head office of the association in the Banque Nationale Building, Ottawa, any complaint they may have, no matter how small, of any profiteering or over-charging, and we, as an association, will appoint a committee of well-known, honorable retail merchants, and allow the accuser to appoint a similar committee of any persons he may choose, to examine fully into any charge that is made, free of all costs to the accuser, and if we find any case of profiteering among any retail merchants, non-members or members of our association in any part of Canada, we will undertake to prosecute them to the fullest extent of the law, with all the publicity that such action would entail.

That instead of placing the collection of the Luxury Tax on the retail trade it should be collected at the source of supply, namely, from the manufacturer and importer, and in this way it would be absorbed in the same manner as all systems of taxation are absorbed.

That this association favor a "Made-in-Canada" campaign.

That more rigid Customs inspection at border cities be urged.

That the Dominion Retail Merchants' Association be henceforth known as the National Association of Retail Merchants of Canada.

That an effort should be made to have the gold and silver inspectors supervise the False Advertising Act, and to see that the same is enforced.

That this association ask for local provincial option in regard to fire insurance arrangements.

That the press be admitted in future to Dominion Board meetings.

That more care and effort be put in the work of display in members' stores.

That the next meeting place for the association be in Winnipeg.

this, the 15th annual convention of the Dominion Board of our association, covers a period of 16 months instead of 12.

On January 13th and 14th of this year a special meeting of the Dominion Board was held at Ottawa regarding certain orders which were made by the Board of Commerce and which we considered to be very objectionable to the retail trade. Copies of the minutes of this special meeting, together with copies of the minutes of the last annual meeting of the Dominion Board held in Ottawa on March 17th, 18th and 19th, 1919, have been placed in the hands of every member of the Dominion Board and, consequently, it will not be necessary for me to refer at any length to the proceedings of those meetings.

End Restrictions With War

Upon the termination of the great world war I am sure that every retail merchant felt that we had arrived at the completion of the period over which the Government placed restrictions of an unusual character regarding retail distribution. In this it appears that we were mistaken. Not only have we been restricted to an unusual degree through the actions of the Board of Commerce, but we have been especially selected from among the other commercial classes and appointed unpaid collectors of a luxury tax, the operations of which are not only unfair but unreasonable.

Added to this imposition, in looking over the expenditures of the Dominion Government we find large sums of money passed in the estimates to provide better facilities for the agricultural, laboring and other classes, and not one cent allowed for the improvement of the retail distributing classes, who have more money invested in Canada than all the other classes combined.

In addition to this, if we look over the platforms which have been prepared by all the political parties to date, we find every effort put forth to capture the attention of the other classes so as to secure their votes, and nothing but condemnation and almost an entire lack of recognition of the retail distributors as a class, and whatever reference is made to them is made in derision, they being looked upon as being of the "profiteer" and "combine" classes.

This may not make pleasant reading, but I, personally, believe that the time has arrived when we must look the facts square in the face and act unitedly. To prove these statements, all that it is necessary to do is to look carefully over the orders that have been issued by the Board of Commerce, and read the copies of Hansard on the discussion of the luxury tax, and then, to complete the evidence, read the many speeches that have been made at conventions of public bodies, both religious and artisan, and, without having any knowledge of the facts, the retail distributors are held up to ridicule and often to scorn.

Need For Co-operation

These introductory facts are cited for the purpose of calling your attention to the need of closer co-operation between all classes of retail merchants throughout Canada, and to further impress upon the members the fact that more than 90 per cent. of the time of the Dominion Board office is taken up by giving attention to measures that require to be opposed, rather than to those of a constructive character and which would be of benefit to Canada as a whole. This is certainly not as it should be, and every effort should be made to find a remedy.

At the last convention of the Dominion Board a number of resolutions came before the meeting, and they were handed over to the office of the Dominion Board to deal with.

Membership Grows

The number of members appearing on our membership roll from the date of the last convention in March, 1919, as compared with last year, is as follows:

	1918-19	1919-20
British Columbia	86.66	436.69
Alberta and Saskatchewan	1,336.00	2,316.35
Manitoba	748.50	560.65
Ontario	2,736.42	1,982.30
Quebec	637.00	1,023.00
New Brunswick	787.00	655.00
Nova Scotia and P.E.I. ..	198.85	715.00
	6,530.43	7,688.99

Showing an increase over last year of about 1,158.00.

This report must certainly be gratifying to us all because it shows a growth and an increase over last year, but, gentlemen of the convention, I cannot disguise the fact that I am far from satisfied. If our association has grown to be the only organization of its kind in Canada that stands for the defence of the retail trade, why is not every retail merchant in Canada under its banner? The answer to that

F. E. RAYMOND,

Saskatoon, Provincial Secretary, Saskatchewan R.M.A., who was present at the National Association Convention in Vancouver.

lies at our door. We are engaged in a great educational movement; we must be thankful for our advancement, but when we become satisfied we will begin to decline. We must **push forward** and we will not be satisfied until the last retail merchant in Canada becomes a member.

Financial Statement Gratifying

I am pleased to say that the financial statement, as you will notice by the treasurer's report, shows an improvement which must also be gratifying to you.

Before closing, I desire to express my high appreciation of the excellent manner in which the members of the Dominion executive council have looked after your interests during the year. The president, J. A. Banfield, has attended a large number of meetings. He has been ever ready to visit the head office at any time his services were required. His forceful and enthusiastic addresses have inspired every member who has listened to him, and his interest in the work has been unfailing.

The first vice-president, J. G. Watson, of Montreal, has given unsparingly of his time and his counsel. He has been ever on guard, and through his untiring efforts and advice he has been the medium through which the entire Dominion Board has caught the spirit of having everything that is to be done, done in a thorough, businesslike manner, and if you find any advancement in the development of the work of our board it can largely be credited to his persistency and effort.

Tribute to Treasurer

Now, in regard to our treasurer, Henry Watters, who at the last moment found it impossible to be present, I cannot close without making reference to the faithful manner in which he has performed the duties of his office. He has visited our office almost daily. He is always ready and willing to give time, effort and counsel, and he has taken as much interest in the affairs of the association as though it were his own private business, and he has performed the duty of treasurer in a way that must be acceptable to every member. My only regret is that he will not be here to present his financial statement for the year.

The other officers of the Dominion Executive council who live at a greater distance from the head office have given us excellent assistance through correspondence, and have given us the benefit of their counsel whenever it was required.

In addition to expressing my thanks for the great assistance I have received from the president and members of the Dominion executive council, I desire to thank the secretaries and officers of the various provincial boards, as well as our capable office staff, for the great assistance they have rendered me during the year.

I trust the coming year may be full of prosperity.

I remain,

Yours respectfully,

E. M. TROWERN,
Secretary,
Dominion Executive Council and Dominion Board.

Among the correspondence getting a rousing reception was a wire from Ottawa to the effect that the issue of the obnoxious questionnaire was suspended.

A huge luncheon was tendered by the Vancouver Kiwanis Club, where all visitors were introduced, and the luncheon was addressed by Jerry McGeer, the youngest member in the B.C. Legislature. His subject was "B.C.," and briefly and interestingly he marshalled an array of figures regarding the farthest Western province that was a revelation to the visitors.

All last year's officers were re-elected.

Trend is Toward Further Throttling of Steel Industry

"Beneficial results from the modified ruling by the interstate commerce commission on the use of coal cars by the iron and steel industry are still to appear," says the Iron Trade Reveiw "The week has been a repetition o fthe constant struggle by producers to keep plants running even on a reduced basis and finished shipments in motion. Neither aim is being accomplished satisfactorily and the congestion at the works is as severe and as threatening as ever. Except in Chicago district, where slight inroads have been made into accumulated stocks, transportation does not equal production and the trend is toward further throttling of the industry. Effect of the railway wage remand in restoring more adequate and efficient traffic service is awaited with keen interest.

Want Reconstruction of Commerce Bd.

B.C. Retail Merchants' Association Meet in New Westminster at Annual Convention—Number of Branches in British Columbia is Growing—Excellent Reports Presented.

Staff Correspondent Hardware and Metal

New Westminster, B.C., July 20.—"An unqualified success." This seems to be the consensus of opinion of the delegates who attended the third annual convention of the Retail Merchants' Association of Canada, B. C. branch, at New Westminster, B.C., July 19 and 20. Many serious problems confronting the trade were debated before the convention, and it is thought that solutions for many of them have been found. Of course the most vital subject for discussion was the luxury tax and even for this a solution has been found, the opinion of the B.C. convention being that the action suggested by the Saskatchewan branch and endorsed by the Dominion Board is the best under the circumstances.

The Royal City certainly "did itself handsomely" from the moment the convention opened with an address by his worship, Mayor J. J. Johnston, until the singing of the national anthem after the association's official dinner on Tuesday evening.

Splendid Reports

Excellent reports were made by the president, secretary, treasurer and the organizer. Great progress has been made in the organization of the outlying portions of B.C. along R.M.A. lines,—the last few months have been very trying ones to retail merchants generally, and of course the association has had an opportunity to demonstrate the very great necessity for organization. Within the last few days an organization has been commenced in Victoria which was very gratifying to the various branches, as a good strong R.M.A. branch in Victoria will certainly be of great assistance to the provincial office in keeping intimately in touch with the Provincial Government's actions. While the name of the place for the next convention has been left to the incoming executive it seems pretty well understood Victoria will have the honor of entertaining the visiting delegates next year, notwithstanding the pressing invitations that were extended to the convention by the delegates from Alberni, Duncan, Nanaimo, Vernon and other points in British Columbia.

President's Report

In presenting his annual report Provincial President H. McRobbie of Vancouver, dealt with the work of the Provincial Board since the last convention in Vancouver, special reference being given to the appointment of George S. Hougham as joint secretary of the Vancouver and provincial branches; the management of the B. C. Retailer; organization; freight adjustment; fire insurance and collection services; the luxury and sales taxes; the Board of Commerce and the movement to establish a commercial education department in the University of British Columbia.

Touching upon the activities of the Board of Commerce, Mr. McRobbie said:

J. H. CURLE,

Winnipeg, Provincial Secretary, Manitoba R.M.A., who attended the Convention of the National Association of Retail Merchants at Vancouver last week.

"The Board of Commerce also has proved the necessity for and the value of the association. This board started off with methods akin to those of the old-fashioned star chamber, and had it not been for the persistent pressure of the association there is no doubt that the regulations would have proved much more onerous than they are."

The Luxury Tax

"It is not too much to say," said Mr. McRobbie, dealing with the recently imposed taxes, "that the luxury tax as originally proposed was perhaps the most poorly devised and ill-considered piece of legislation ever attempted. Not only was the scheme illogical, indefinite and incomplete, but the officers of inland revenue throughout the country were without one word of information from headquarters, had no machinery set up to collect the taxes, and could give no help to the hundreds of merchants who asked for information in their respective districts.

"The value of our affiliation with the Dominion board was never better demonstrated than on this occasion, and your B.C. office became a veritable public service institution for the time being. Enquiries were received from all sources, manufacturers, wholesalers, boards of trade and retailers, both members and non-members of our association. The promptness of our national secretary can best be illustrated by the fact that Secretary Hougham had a bulletin in the mail three days before the local inland revenue office was able to publish anything. The efficiency of our association officials was gratifying to all and numerous expressions of appreciation were made."

The president went on to enumerate the various meetings held by the trade sections of the association, and of the many telegrams sent to Ottawa in which the weaknesses of the regulation were pointed out to the Finance Minister and the commissioner of taxation. In closing he urged the delegates to attend the Dominion convention at the Hotel Vancouver on Thursday and Friday and thanked the executive for the excellent support rendered during the year.

Membership Increases

Provincial Secretary George S. Hougham of Vancouver was highly complimented upon his very complete report covering the work accomplished by the Provincial Board since the last convention in September, 1919. He said that the membership had been increased from nine branches and 413 members a year ago, to 14 branches and 689 members to-day. New branches were organized at Vancouver, Vernon, Merritt, Cranbrook, Kamloops, Kelowna, Nelson and Ladner.

He went on to say that 76 new members had been added in Vancouver and this with the addition of three new sections, Auto Supply and Tire dealers, Sanitary and Heating Engineers and the Electrical dealers, embracing 118 members, had meant an increase of 194 members since October last in Vancouver. Branches at Enderby, South Vancouver and Prince Rupert had failed to function during the year.

DISMISS PRESENT BOARD OF COMMERCE

"That we, the B.C. Branch of the R.M.A. of Canada, endorse the action of the officers and members of the Dominion Board and the Dominion Executive, in their protest to the Postmaster-General regarding the present parcel post regulations benefiting the large mail order house to the detriment of the smaller retailers.

"Resolved that instead of placing the collection of the Luxury Tax on the retail trade it be collected at the source of supply, namely from the manufacturer and importer, and this way it would be absorbed in the same manner as all systems of taxation are absorbed.

"Whereas the retail merchants suffer loss and inconvenience owing to wholesalers and manufacturers billing shipments in an incomplete and careless manner, steps to have shippers give the correct weight, classification and rate on all bills of lading should be taken.

"Resolved that this convention instruct its Executive to exercise its powers to the fullest extent possible to prevent wholesalers, manufacturers, or importers selling in direct competition with the retailer to consumers or others.

"Resolved that the Retailers of Canada petition the Government to dismiss the present Board of Commerce and form a board consisting of a representative manufacturer, wholesaler, retailer and consumer, who will strive to build up the best commercial interests throughout the Dominion."

Importance of Accounting

A very helpful address was given on Monday afternoon by John Cowan, C.A. (Scotland), treasurer of Vancouver Milling & Grain Co., Ltd., on the subject of accounting, as a feature in successful merchandising. Mr. Cowan described accounting as the art of correct recording in complete, convenient and permanent form. He said that without proper accounting no man had a proper knowledge of how his business stood at any given time. One point brought out by Mr. Cowan was a scheme for checking up losses by pilferage. In this connection he stated that whereas it used to be that the greatest losses were from "tapping the till," in his many investigations of the retail merchants' businesses he found now that the most losses were incurred from pilferage of goods. To offset this, or to at least get an idea of the extent of such losses, Mr. Cowan suggested that in stocktaking a separate column should be run where the selling prices of the various lines might be extended. The invoice book would also carry such a column with the selling prices extended, then with the daily sale slips, one could readily strike a balance to see how nearly the estimated value of stock agreed with the next inventory taken. Mr. Cowan stressed the necessity of employing the very best kind of accountant, "for," he added, "I do not know of any other profession where a poor man can get away with such an amount of bluff."

L. Dashwood Jones, solicitor to the B.C. Board of the R.M.A. of Canada, gave an address on the Bankruptcy Act as applied to retailers.

On Tuesday afternoon, C. L. Greer, display manager for Canada of the Hudson's Bay Co., gave an address on scientific window dressing, assisted by Mr. Mitchell in his department, who arranged the displays as Mr. Greer explained the theory. This was a very practical feature of the convention, and one that was followed with a great deal of interest by all the merchants.

Advertising a Factor

Frank Harris, of the Crawford Harris Advertising Co., gave an address on advertising as a factor in business success, and one of the points made by Mr. Harris which brought forth the applause of the audience was the fact that the retailer has a right to expect advertising by the manufacturer to assist him to market the goods, and that on the other hand he has a special duty to the manufacturer who does so assist him in this way to push the sale of the goods so advertised.

J. A. Cunningham, honorary president of the B.C. Manufacturers' Association, and J. H. Falconer, president of the B.C. Manufacturers' Association, addressed the convention in a plea for special consideration for articles of British Columbia manufacture. Mr. Falconer protested against Mr. Harris' statement that the manufacturer should assist the retailer to popularize his lines, claiming that the B.C. manufacturers could not advertise by reason of their limited finance.

The New B.C. Officers

G. H. McRobbie could not be persuaded by the convention to accept a second term, claiming that as a general principle, new blood should come into the executive every year, and "Mat" Phillips, president of the New Westminster branch of the R.M.A., was unanimously elected to the Provincial Presidency. Harvey Murphy, of Nanaimo, was unanimously elected to the position of first vice-president, and His Honor Mayor Ashwell of Chilliwack was elected to the position of second vice-president. Daryl H. Kent was again prevailed upon to accept the office of treasurer.

Convention Briefs

Professor Boggs, of B.C. University, in speaking on the subject of taxation, mentioned that the word "tax" was derived from a French word meaning "touch." Harry Murphy rose to his feet and shouted: "Man! you said a mouthful."

The member from Wyatt Bay convulsed the gathering by mentioning that in his store, every sale was entered in a book, as made, "and if at the close of the day, there is more cash in the till than balances with the sales entered up —I PUT THE DIFFERENCE DOWN AS SOMETHING, OR OTHER."

Delegate Thorpe, of Duncan, B.C., registered a minority dissenting vote to the proposition to make it obligatory to take the B.C. Retailer and to collect a dollar for same in connection with the fee for membership to the Retail Merchants' Association.

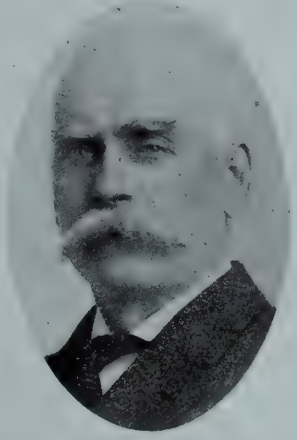
As the Retail Merchants' Association is ambiguous in the clause relating to whether the secretary should or should not have a vote, Cox, of Alberni, made a resolution to have the wording changed to more simple form.

"If the retail merchants will stick together, we will be strong enough to defeat the Government on matters pertaining to our affairs," stated President Banfield; "we pretty nearly did it recently. They only had a plurality of fourteen."

"Trowern looks like Lloyd George," said one delegate, "and if pep were dynamite, the Board of Commerce would have been blown sky high before this."

Said Banfield:—"If the opinions expressed by Meighen and Borden of the members of the Board of Commerce had only been held when they appointed them, what a lot of trouble we would have been saved."

Owing to over zeal in association affairs, and a natural enjoyment of collecting, on the part of the secretary, Alberni branch finds themselves with their dues paid up well into next year. Delegate Cox says the secretary is not an Irishman.



DAVE BURNET

Who has been travelling the main line of the C. P. R. from Winnipeg to Regina for the past ten years for the J. H. Ashdown Hardware Co., and who has now been transferred to the head office staff in Winnipeg to take charge of the new Personal Service Department inaugurated by the company. Mr. Burnet has been calling on the Western hardware trade for the past 39 years.

"By jove," said Wm. C. Miller, secretary Ontario Branch Retail Merchants' Association, "Hardware and Metal is always on hand, at anything pertaining to the retail trade," when he saw the Hardware representative at the various sessions.

Professor Boggs, speaking of the luxury tax, said: "It violates all the axioms of taxation; it will be expensive to collect. It will be easily evaded, and will thus put a premium on false statements."

NEVIN McWILLIAMS

Sales manager of the J. H. Ashdown Hardware Co. at Calgary, Alta., who has been transferred to the travelling staff and will take over the territory recently held by Dave Burnet. Mr. McWilliams has been with the company for 12 years but has not enjoyed the best of health recently on account of climatic conditions.

Western Notes

Palmer, Sask.—The Cash Hardware Store has been purchased by L. F. McRea.

Meeting Creek, Alta.—H. P. Sperry has sold out his hardware business to White Bros.

Tisdale, Sask.—C. F. Peterson, of Tisdale, Sask., has sold out his hardware store to McGratten & Chalmers.

W. N. Bunting, of the Northern Hardware Company, Edmonton, Alta., was a visitor at the Toronto office of Hardware & Metal this week.

Nanaimo, B.C.—R. S. Colclough, formerly manager of the Western Mercantile Company's hardware department here, opened a new hardware store early in July.

Ladysmith, B.C.—Bailey & Vidal, hardware, told a representative of Hardware and Metal who recently called upon them, that they were receiving the paper regularly and found it a great help.

Regina.—All the exterior work has been completed on the new warehouse which is being erected on the north side for Wood-Vallance, Ltd. Already much of the interior work is done and a considerable quantity of stock has already been placed in the building.

Newsy Notes From Here and There

Toronto.—George M. Rice, hardware merchant, of Whitby, Ont., was in Toronto on business this week.

* * *

Toronto.—M. Wood, of Wood & Mason, hardware merchants, was in Toronto on business this week.

* * *

Preston, Ont.—Employees of Clare Bros. & Co. held a picnic on Tuesday of this week to Waterloo Park.

* * *

Toronto.—N. R. Turner, salesmanager Toronto branch McClary Mfg. Co., Ltd., is holidaying at Prescott and vicinity.

* * *

Trois Rivers.—Cyrille Labelle, of Cyrille Labelle and Company, was in Montreal on Wednesday of the present week.

* * *

Toronto.—T. B. Williamson, general manager H. S. Howland, Son & Co., is holidaying at Lake Rosseau, Muskoka district.

* * *

Toronto.—C. B. Green, of McClary Mfg. Co., Toronto branch, has returned from Lake Simcoe and district where he spent his holidays.

* * *

Toronto.—L. J. Williams, manager shipping department of Wood, Vallance & Adams, Ltd., Calgary Alta., was a visitor in Toronto this week.

* * *

Hamilton.—W. H. Dean, a veteran hardware traveller who has visited Western Ontario points for over forty years, was bereaved last week by the death of his wife.

* * *

Montreal.—C. Shipman, representing William Hutton and Sons, Ltd., Sheffield, Birmingham and London, called this week on the Montreal trade; Captain L. Tweedie-Smith, managing-director The Rawplug Co., Ltd., Lenthell Place, Eng., was in Montreal this week.

* * *

Toronto.—W. G. Gartshore, of the Toronto branch of the McClary Mfg. Co., has been transferred to the Calgary branch, where he will represent his firm as city salesman. C. W. Long. Toronto, salesman of the above named firm, is holidaying at Sturgeon lake.

* * *

Montreal.—Robert W. Cruise, Corbin Cabinet Lock Co., Ltd., was in Montreal this week; R. C. Stevens, of Wallace Bros., Wallingford, Conn., was this week in Montreal calling on the trade; L. E. Griffith, representing Surpless-Dunn & Co., New York, was in Montreal during the week.

Montreal.—J. M. Shellenberger, in the interests of his principals, Baeder and Adamson Co., Philadelphia, called this week on the Montreal trade; A. S. Buller, representing B. S. Kahn and Co. and Joseph H. Joseph, New York, were in Montreal this week; Walter E. Walker, general manager of the Vulcan Motor and Engineering Company, Ltd., London, was a Montreal visitor this week.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

1354. **Broom-making material.**—A Rhodesian broom manufacturer is prepared to purchase his overseas requirements from Canadian manufacturers. Prices and samples are requested on broom handles, wire, colored tin bands, twine, long tacks and staples. Samples of all requirements, except handles, are with Department of Trade and Commerce in Ottawa.

1362. **Leather.**—A Stafford firm, with establishments in Northampton and Leicester also, are open to represent manufacturers of chrome willow and box calf, velvet splits, etc., or would purchase any leather suitable for the British market.

1363. **Leather.**—A Northampton and London firm are prepared to purchase all kinds of upper and sole leather.

1364. **Leather.**—A Leicester firm are open to purchase all kinds of leather and would act as agents for manufacturers of pure chrome box and sole leather.

1365. **Sole leather.**—A large hardware firm in British Guiana are open to stock Canadian sole leather in medium and heavy makes.

1366. **Leather.**—A Leicester firm are open to receive offers of sole and upper leather.

1367. **Constructional steel, steel bars, etc.**—A London merchant firm which handles large quantities of constructional steel, mild steel bars, rods, plates, and other sections, would be pleased to consider offers from Canadian manufacturers.

1368. **Brass foundry, plumbers' and cabinet ware.**—A leading firm in British Guiana desire to stock for the hardware department brass foundry, plumbers' and cabinet ware.

1369. **Tinware and enamelled ware.**—One of the leading firms in British Guiana desire to be put in touch with Canadian suppliers of tinware and enamelled ware. Manufacturers at or near seaboard preferred, in order to save railway freight.

1370. **Coal, metals, mineral oils, and technical articles.**—An important firm in Rome desire to hear from Canadian exporters of the above.

1371. **Wood screws.**—A Buenos Ayres firm of hardware importers are interested in receiving quotations for at-headed wood screws, all sizes. These screws were formerlyl made in a local factory, which can no longer supply the demand. Samples can be consulted at the Commercial Intelligence Branch, Department of Trade and Commerce.

1376. **Plumbers' supplies and electrical Goods.**—A house of commission agents in Rome desire to hear from Canadian exporters.

1377. **Electrical material.**—A most important limited company in Milan are desirous of purchasing electrical material in Canada.

1378. **Electrical material.**—A Milanese house are anxious to buy electrical material in Canada.

1386. **Tin and steel travelling trunks.**—The hardware branch of one of the leading firms in British Guiana would like to import Canadian tin and steel travelling trunks.

1388. **Sporting goods india-rubber goods.**—A house in Rome handling sporting goods, and india-rubber goods would do business with Canada.

1389. **Lacrosse sticks.**—An important London firm are open to purchase lacrosse sticks, and invite quotations from Canadian manufacturers.

1394. **Paint brushes.**—A retired younger member of a large firm in Cape Town, with several years' experience in the paint brush trade, desires Canadian agency in paint brushes.

May Establish Motor Factory in Canada

Montreal.—Walter E. Walker, director and general manager of the Vulcan Motor & Engineering Company, Limited, a branch of the Harper Bean Industrial Combine, is at present in Canada in the interests of his company. Mr. Walker is in Canada, primarily, to confer with manufacturers, dealers and financiers, relative to introducing British-made trucks in Canada, and is hopeful of being able to establish a factory in Canada ultimately for the production of trucks and cars in a more or less extensive way.

With regard to the future basis of price on various cars, Mr. Walker expressed his opinion that reduced prices would doubtless come about in time. This would depend on increase of production and of course would take time to attain this.

In the Old Country the motor combine had devoted its efforts principally to the production of commercial cars and which were so greatly needed there. Owing to the fact that production of these had greatly increased the price had been reduced £75 per truck. The same thing would transpire when production could be proportionately increased on the production of private cars.

Sarnia Council Reads By-Law to Increase Gas Rates

Sarnia.—The injunction threatened by a number of citizens to prevent the City Council from passing a by-law granting the Natural Gas company supplying the city with gas, permission to raise the price to 75 cents per 1,000 feet in the summer and 50 cents in winter, failed to materialize, and the Council has given the by-law its first reading.

LETTERS TO THE EDITOR

COMPETING WITH MAIL ORDER HOUSES

Editor, Hardware and Metal:

Your magazine, with numerous others of its kind, write lengthy articles, "How to compete with mail order houses." The principal theory seems to be: Advertise.

Needless to say the average farmer is no fool. You can't pull the wool over his eyes by advertising. He knows the prices as well as most merchants.

Take, for instance, the hardware line. It's an easy matter to pick out three or four dozen articles the mail order house sells at the same price the dealer purchases at, and a great many for less.

I put an ad. in the home paper, giving prices on graniteware, tools, galvanized iron pails, tanks, etc. Mr. Farmer reads those prices, and comparing them with the M.O.H. finds that I am 25% to 30% higher. He makes up an order say for $100.00 and comes to me to fill the order. There are one of two things I can do. Sell the goods for less than a living profit, or let it go to the M.O.H. Supposing, in order to not give the M.O.H. the business, I sacrifice my profit, does the wholesaler from whom I buy give me an extra 5%% Oh no, not a bit of it. He gets his full share, rather I get it for him, and I am the goat. Goods well bought are half sold.

I watch prices and buy where I can get the best value for the money. I have bought from mail order houses, for considerably less than from jobbers, barb wire, galvanized iron pipes, guns, saddlery and hardware, and the farmer can buy for the same price as I pay.

Just as long as the retail merchant has to support the jobbers the way he does, the mail order houses will grow fat, and they certainly have every chance of doing it.

FRANK KOEHLER,
Watrous, Sask.

Catalogs and Booklets

MARBLE ARMS & MFG. CO.

The Marble Arms & Manufacturing Co. of Gladstone, Mich., have just issued an attractive trade catalog of their 60 sportsmen's specialties. Dealers selling sporting goods will find this book interesting—it contains a vast fund of information on outing equipment.

The lines dealt with include safety pocket and camp axes, hunting and fish knives, gun sights and cleaning implements, compasses, fish gaff, waterproof matchbox, auxiliary cartridges, shell extractors and nitro-solvent oil.

Lyons & Marks, 58 Yonge St., Toronto, have issued a very attractive catalog covering electric table lamps and shades, aluminum ware and pyrex ware. Many kinds and shapes of table lamps are shown and the line of aluminum ware is also very complete. The above also applies to pyrex ware. Each line is illustrated and a list of prices shown from which general discounts are deducted as classified on the discount accompanying the catalog. Readers of Hardware and Metal may have a copy of this on request from the above named firm.

Henry Disston & Sons, Inc., Philadelphia, Pa., have issued a very attractive booklet on the manufacture of their saws for lumbering purposes, and some very interesting subjects are covered as well as illustrations of large circular saws. There are some discussions of the largest saws made as well as a very interesting article on the forest of Brazil pertaining to the kind of wood that is grown there, also some of the purposes for which it may be used. There is also a discussion on the saw mills in the colonies as well as a page devoted to humor entitled "Saw-Dust." Readers of Hardware and Metal may have a copy of this issue on request from the manufacturers.

O-Rib-O Manufacturing Co., Ltd., Winnipeg, Man., have issued a well-illustrated catalogue on their line of Sheet Metal Products. The catalogue describes Sheet Iron Stoves, Stove Pipes, and Stove Pipe Drums of all kinds, including Drums with oven, also Stove Pipe Elbows and Tees, Taper Pipes, Dampers, Roof Saddles, Flue Stoppers, Smoke Pipe Safetys, Screw Thimbles, Chimney Stack, Grain Scoops, Revolving Chimney Top, Sanitary Closets and Hot Air Furnace Pipes and Supplies, Skylights, Portable Garages, Coal Chutes and Oil Cans and many other lines. Readers of Hardware and Metal may have a copy of this from the above named firm upon request.

Messrs. Sumner Co., Ltd., Moncton, N.B., have issued a new and very novel broadside covering many lines of Automobile Accessories. The broadside measures about 18 in. wide by 23 in. long when fully opened out and could be hung up on the wall or some other handy place for ready reference. A unique border is used, which is made up of different Automobile Accessories in very small cuts. A description is given of tires, inner tubes, jacks, wedges, brake lining, anti-rattlers and spring covers, shock absorbers, tow lines and batteries, foot boards, tire chains, spark plugs, vulcanizer's gum, lights, cut-outs, stick tight windows, tire pumps, mirrors, tire testers, valve insides, accelerators and other lines. They have also issued a very neat circular which accompanies the broadside showing a new device called the Safety Steering Control, which is very plainly illustrated and explained. Readers of Hardware and Metal wishing copies of these may have same on request from the above named firm.

MOOSE JAW CELEBRATES

The merchants of Moose Jaw, Sask., have been benefiting from a mammoth peace celebration and first annual reunion of the G. W. V. A., which was held in that city last week. The posters heralded the celebration as the "most novel, fascinating and enjoyable ever held in the West." A wild west show and round-up was but one of the numerous items on the program. There was everything else that could be thought of from a Bolsheviki court, held on the main streets, water sports and open-air street dancing to an historical pageant of "Britain, past and present," and the impressive ceremony of depositing flowers at a specially constructed cenotaph. It was, indeed—as the posters said—"Fairyland let loose." The executive committee was made up of Mayor Hamilton, Ald. G. L. Dewey, Major M. McNaughton, Ald. R. F. Jackson, Commissioner G. D. Mackie, and Messrs. Geo. Ingram, J. A. Caulder, F. Mitchell, F. M. Hughes, T. A. Currie, E. P. Fields and James H. Drynan.

"TAX STAMPS" ARE EXPECTED AUGUST FIRST

Chances Are That They Will Have to be Placed on Luxuries Purchased

"The luxury tax returns are running more smoothly now that we are beginning to understand the system better," stated G. E. Dunbar, excise officer, at the Inland Revenue Office, Toronto.

"The returns are coming in now in nearly every case as they are supposed to. We send printed forms to all the merchants in the city, which are marked off in columns for the amount of sales, tax and so on, and are sworn to, similar to other tax collections."

A system of stamps for tax collection is expected in August.

"These stamps, I understand, will be of all denominations," said Mr. Dunbar. "They will range from 1, 2, 3 cents up to $5, and so on. It is likely that they may be placed on the purchased article similar to the stamp tax on drugs, etc., and the merchant will be able to check up by the number used. By this we expect to do away with the system of sending in returns each month or two weeks."

Louis McLain Co. Extending Their Plant

The Louis McLain Company, Ltd., Toronto, is now building what is claimed to be the largest factory manufacturing exclusively aluminum cooking utensils in the Dominion of Canada. The company started out in a very small way in the West as jobbers handling a few articles for the kitchen and specializing in aluminum cooking utensils. In conversation with Mr. McLain, of the Louis McLain Company, he informed Hardware and Metal, that when he started in business it was with faith in the Canadian trade, together with the one ideal that with sound business principles a big trade could be worked up, specializing in household and kitchen utensils.

The company in January of this year purchased the Hudson Bros. factory in Toronto and are now building in addition a large factory costing in the neighborhood of $125,000 which will be five storeys high, built of steel and brick, which when completed will treble their present output. Their general offices have been transferred from Winnipeg to Toronto, they still retaining in Winnipeg their branch office and warehouse together with their branch at Kitchener, Ont., where the Eastern business is taken care of. They also have representatives in Montreal and Vancouver and are now covering from coast to coast.

The company is manufacturing "The Louis McLain" and "The Hudson Line" of aluminum cooking utensils. Mr. McLain is president of the company and Mr. Roderick general manager.

NEW HARDWARE GOODS

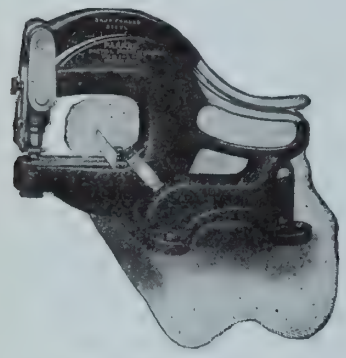
OFFERED TO CANADIAN HARDWAREMEN

METAL WORKER'S PUNCH

A new style of punch is being put on the market by the Parker Supply Co., Inc., 785 East 135th St., New York City, N.Y., who state that their product has an exceptionally wide throat and open jaw, which accommodates work that has rolled or formed edges and the exposed punching parts enable the mechanic to see where the punching is desired.

The manufacturers describe their new product as follows: The punch is a combination bench and hand punch which may be used both in connection with and without the stand, and will be found ideal for field work, owing to its compactness and lightness.

The stand is screwed permanently to the bench. A pull of the pin releases the punch from the stand, permitting the punch to do the work; or the work to the punch. When punching a line of holes parallel to each other, the gauge will be found invaluable. It is made of best grade steel, highly polished. Can be put on or removed in a flash. A spring clip keeps the gauge in place, yet permits of removal, with ease. The stripper can be raised, lowered, or removed, to permit of flat or formed work to enter, and strips the punch automatically. There is also provided on the end of the tripper a screwdriver for the removal of, or replacement of dies. Made to accommodate the full face of



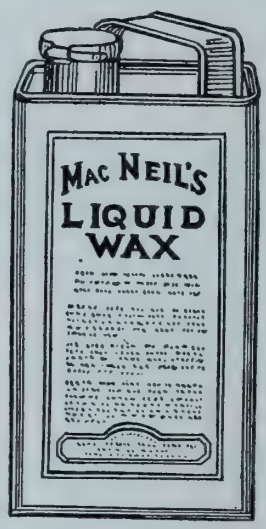
Metal Worker's Punch

the die, it eliminates chipping off of the end, the occurrent fault when a narrow screwdriver is used.

The makers also state the device will punch ½-inch hole in 20-gauge steel, or its equivalent. Depth of throat to centre of punch is 3½ inches, with a height of 2¼-inches. Made of drop forged steel, heat treated, and all working parts properly hardened, so that it can undergo strenuous usage.

LIQUID WAX

MacNeil Liquid Wax Co., Ltd., Halifax, N.S., and Toronto, Ont., who formerly, before the war, made a special line of wax, have again entered the market as manufacturers and are offering to the trade four different weights of liquid polishing wax, No. A being for use on pianos, organs, phonographs and kindred surfaces, and the makers claim it



Liquid Wax

will preserve the glossy finish and overcome tiny hair cracks, scratches, etc.

Other weights the manufacturers describe as follows: No. B is especially prepared for automobiles and highly polished vehicles and protects the metal and woodwork against stains and rust and is easily and quickly applied. No. C is especially compounded for use on furniture, office equipment, painted and varnished woodwork, white enamel surfaces and linoleums, and dries and polishes as it cleans. No. D has special propensities for polishing hardwood floors and cleans, deodorizes, disinfects as well as polishes the surface and the makers claim that when applied will harden the surface and protect it from scratches, shoe nail marks, etc., maintaining an even, smooth, glossy, highly polished, lasting surface without the necessity of using a heavy polishing iron.

MOTOR DRIVEN HORN

The Klaxon Company of Newark, N.J., are offering the trade a new model auto

Motor Driven Horn

horn, under the trade name of Klaxon 5 Ford type. It is a motor driven safety signal especially designed for Ford cars, say the manufacturers, who also claim that it can be installed on Ford cars equipped with self-starters, and give the following directions for starting.

Place a washer under nut on bolt which passes through steering column flange; remove center cylinder head screw on left hand side of engine, pass it through large hole in horn bracket, hold bracket firmly against engine, cut off brass terminal on black horn wire and scrape off 1½ inches of insulation; also remove same amount from the short piece supplied with the device; twist both securely together and tape joint. Change the black wire leading to the push button from its original position to the second terminal on terminal block on the dash and securely tighten the screws.

A loud, clear sound should be produced, and if this is not obtained the makers advise an inspection of all wiring connections as well as the battery to see if fully charged.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

IN SPITE of the quiet holiday period, hardware prices continue to advance and higher prices have been made on many important basic lines. Wrought pipe prices have again advanced over the new higher quotations of last week and the situation is still unsettled.

Gasoline and coal oil have jumped a further 2 cents per gallon. Machine oil of various grades has been marked up 2½ cents per gallon. Many lines of tools are also higher, including machinists and mechanics' wrenches, pipe wrenches, crosscut saw handles, side cutting pliers, electricians' bits and socket firmer chisels.

Other lines that have been marked up are ash sifters, tin roofing caps, barn door rollers, self-wringing mops, anti-rattlers, hand cleaner, hose reels, graining combs, galvanized sheets, paste, sliding casters, horse muzzles, oil and molasses gates, revolvers, shot guns and rifles, horseshoes, ammunition and shells, toilet paper, staples, crow bars, whip stocks, carpenters' chalk, rope clips, clothespins, and glazier points.

High-speed drills and cut laces have been reduced in price and turpentine and linseed oil are also lower.

Business is seasonably quiet and many are taking advantage of the breathing spell for their annual vacation. Many booked orders for fall lines are being shipped and buyers who have held back their orders for various fall lines are beginning to come into the market as heavy buyers so as to insure delivery in time for the season's requirements. Shipping conditions are still very much disrupted owing to the serious shortage of freight cars. Collections continue to come forward satisfactorily.

MONTREAL MARKETS

MONTREAL, July 29.—Despite the seeming quietness that applies to many lines of business at the present time there is still a great deal of activity in hardware trade circles, both jobbing and retail. Mail orders from the country are heavy. Some travellers are off the road for holidays and this, to some extent, accounts for the heavier mail business. There are some important changes this week, including an advance of two cents per gallon on coal oil and the same advance on gasoline. Rope prices are very firm and the manufacturers have been faced, within the past three weeks, with advanced prices for their raw materials. Stoves are firm and are likely to stay high. Stove pipes and elbows bid fair to be scarce this fall and jobbers and retailers should conserve stocks, according to the manufacturer. Canada plates are very scarce and high, as are also black and galvanized sheets. Lubricating oils are firm. Nails are still scarce, as are also all wire products. The galvanized wire basis is a nominal one and some lines have advanced to the extent of a dollar and a quarter per 100 lbs. Staples are higher, and the differential for annealing has been advanced. Crow bars are firm. Wheelbarrows are in short supply and may be advanced in price. Solid leather whipstocks are advanced this week to $9 per dozen. Carpenters' chalk is higher. Snap hand cleaner has advanced to $2.20 per dozen tins. Rope clips are 20 per cent. higher, both galvanized and black. Spring clothespins are 5c per gross higher. Glaziers' points are five cents a pound higher for the zinc-coated. Malleables are scarce and this makes a new difficulty in that manufacturers find it hard to complete manufactured products. Galvanized sheets are fifty cents per 100 lbs. higher. Annealed and barb wires are higher. All horseshoes are fifty cents per keg higher. A decline of 10 per cent. is made on high-speed drills.

Coal Oil Advanced 2c; Same For Gasoline

Montreal.

COAL OIL.—An advance of two cents a gallon has been made this week on coal oil. The ordinary grade is now selling at 31c per gallon and the better quality at 33c.

GASOLINE.—This advanced, on the 21st instant, to 41½c per gallon, motor grade. The increase is assignable to the soaring basis for crude oil, and which has attained a record figure. The demands are very heavy and transportation from the producing centres of the States is reported as very difficult, shipments being delayed considerably. High-grade illuminating gasoline is selling at 46½c per gallon.

Summer Stoves Active; Fall Bookings Heavy

Montreal.

STOVES.—Summer sales of stoves by the retail trade have been quite large, as applying to the various lines of oil stoves, and kindred lines. These, despite the shortage of plates for making sheet metal stoves, have been available in fair quantities and prices have been fully maintained.

HEATERS and ranges for fall delivery have been specified extensively by the trade and there is likely to be a big movement outward within the next few weeks. Prices are very firm; some expect that advances will have to be made, while others state that the market will rule firm, but will probably remain unchanged.

Rope Is Very Firm; Higher Raw Materials

Montreal.

ROPE AND CORDAGE.—Prices have been steadily held on rope and cordage, and while there have been no definite changes in the basis, manufacturers have had to pay from one and a half to two cents a pound more for the raw

material. It is expected that when the manufacturers go into the market in a few weeks for supplies that they may have to pay even higher prices, particularly if competition is keen from these factors.

BINDER TWINE has been moving actively on unchanged basis and hay fork rope has been moving out actively. Pure manila basis is still 35½c.; British and New Zealand 28c., and sisal 22½c. per lb.

Stove Pipes and Elbows May be in Short Supply

Montreal.

STOVE PIPES, ELBOWS—A shortage of stove pipes may be manifest this fall. Manufacturers state that there may be difficulty in filling new orders and the advice is to not sacrifice stock, as prices will be high and stock for renewing orders scarce. This applies alike to stove pipes and elbows. Booking orders for these lines have been fairly heavy.

Canada Plate Stocks Will be Very Small

Montreal.

CANADA PLATES.—The receipt of Canada plates from abroad has been very limited, as related to the supply, and it is questionable if the trade will be able to obtain, this fall, what they require. The basis is very firm and conditions approach those of a nominal nature, when price is considered. Present Montreal basis is $13 and $13.25 per box for "ordinary" 52 sheets and 60 sheets, respectively.

Lubricating Oils Held on Firm Basis

Montreal.

LUBRICANTS—Prices on the various lubricating oils are firm, with a tendency to advance. The demands now are for motor car and truck lubricants and special brands have from time to time advanced. The tendencies are strong.

Nails Selling Freely But Supplies Short

Montreal.

NAILS.—Wire nails still hold at the advanced basis of $6.40 per keg, and cut nails still are $6.35. The movement of wire nails is heavy, and demands cannot yet be satisfied by the mills to the jobbers or by the jobbers to the retail trade. It is unlikely, many think, that conditions can possibly be improved for some time to come.

Staple Prices Higher; Differential Changed

Montreal.

STAPLES.—An advance was made this week on barbed wire staples and these are selling as follows: Ordinary per keg of 100 lbs., $6.25; galvanized, $7.65. For boxes of 25 and 50 lbs. the charge is $1.00 per 100 lbs. extra.

An extra charge for annealing of 15c has been in effect for some time but this has been advanced to 25c per 100 lbs. extra.

Crow Bars Firm at Last Advance

Montreal.

CROW BARS.—At the present price of $11.50 per 100 lbs., the undertone on crow bars is very firm. While no advance has been made since the last change two or three weeks ago, there is no assurance that prices will not advance. The demand has been quite active this season.

Wheelbarrows Scarce; May be Advanced

Montreal.

WHEELBARROWS. — There is a great scarcity of wheelbarrows at the present time and it is difficult for the jobber to maintain a full line of samples. While no definite advance has been made for the week the undertone i svery strong and prices are likely to be high with advances probable.

$9.00 *Is Quoted on Leather Whip Stocks*

Montreal.

WHIP STOCKS.—Solid leather whip stocks have advanced in price in this market and are now selling to the trade at $9.00 per doz.

Charging More Now For Carpenters' Chalk

Montreal.

CHALK.—A revision upward in the price of carpenters' chalk has been registered in jobbing circles this week. Red and blue are now selling at $2.75 per gross, and the price for white is $2.25 per gross.

Railroad chalk is now selling at a price of $2.75 per gross.

One Brand Hand Cleaner Selling at Higher Price

Montreal.

SOAP.—An advance has taken place in the price of Snap hand cleaner. This is now selling to the trade at a price of $2.20 per doz.

Decline of Ten Per Cent. on High-speed Drills

Montreal.

DRILLS.—A weaker undertone is manifest in the market for high-speed drills. A reduction of about 10 per cent. applies to this line generally.

Rope Clip Prices 20 Per Cent. Higher

Montreal.

ROPE CLIPS.—An advance has been made to the trade in wire rope clips, the increase amounting to 20 per cent. This is for both black and galvanized grades.

Spring Clothes Pins Advance 5c Gross

Montreal.

CLOTHES PINS.—An advance has been made in the price of ordinary spring clothes pins, the same having advanced 5c per gross.

Glaziers' Points Advanced Five Cents

Montreal.

GLAZIERS' POINTS.—An advance of 5c per lb. has been made in the price of zinc-coated glaziers' points. Some are now selling these at around 27 and 28 cents per lb.

All Malleables Are Scarce; Is Important

Montreal.

MALLEABLES.—There is a great scarcity of various malleables at the present time, jobbers report. This has made it difficult for manufacturers to supply various finished tools requiring a certain amount of malleable in their construction, such as wrenches, etc. Such lines as clevises and other hardware are naturally affected and the price of these manufactured lines is very strong.

Black and Coated Sheets Remain High and Scarce

Montreal.

SHEETS.—There is still a great scarcity of both black and galvanized sheet. One manufacturer required a quantity of rather heavy gauge black sheets for a certain manufacturing need and bought up all he could get from local jobbers This is a condition which applies in many places at the present time and no one seems to have a complete stock.

Galvanized sheets are somewhat firmer in price and an advance has been made this week of 50c per 100 lbs. on U. S. gauges.

BLACK SHEETS—		
10 gauge	....	10 00
12 gauge	....	10 00
14 gauge	....	10 10
16 gauge	....	10 45
18-20 gauge	....	9 50
22-24 gauge	....	10 45
26 gauge	....	10 50
28 gauge	....	10 50
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	13 00
28 gauge	....	12 60
26 gauge	....	11 25
22 to 24 gauge	....	12 05
20 gauge	....	12 05
18 gauge	....	12 05
16 gauge	....	10 75
English Standard—		
28 gauge	13 00	13 50
26 gauge	12 75	13 25
24 gauge	12 15	12 65
22 gauge	11 80	12 30
18 and 20 gauge	11 35	11 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Annealed Wires Are Higher and Scarcer

Montreal.

ANNEALED WIRE.—Annealed wire has advanced in price in common with other grades of wire and No. 13 is now selling at $6.55 per 100 lbs.; No. 14, at

$6.65, and No. 15, at $6.80. Other grades of baling wire, such as bales ties, are very strong and the prices will likely be higher, as well as the supply very short for the fall's requirements.

Barb Wire Higher; Is in Short Supply

Montreal.

BARB WIRE.—The basis for barb wire has advanced, due to the extreme shortage of this product. The 4 by 6 by 80 rod spools are now selling at $5.90 whereas the price previously was $5.30.

Higher Prices and Basis Nominal For Gal. Wire

Montreal.

GALVANIZED WIRE.—The difficulty of obtaining requisite stock of various grades of wire has given the trade a great deal of cancern. Manufacturers are now declining to name prices for delivery and the situation is a decidedly nominal one. This applies to plain galvanized, barbed, plain wist, and coiled spring. The present basis for plain galvanized with one leading jobber is as follows: No. 8 per 100 lbs., $7.00; No. 12, $7.15; No. 13, $7.25. These prices show an advance over those quoted previously of about $1.25 per 100 lbs.

Wash Boards Scarce; Some May Advance

Montreal.

WASH BOARDS.—The basis for wash boards, particularly those made of great deal of concern. Manufacturers had difficulty in getting the necessary supplies of glass and it is doubtful if the supplies will overtake the demand for sometime. Late advices to Hardware and Metal suggest that an advance of price is probable in the near future.

Fifty Cent Advance in Price Horse Shoes

Montreal.

HORSE SHOES.—An advance of 50c per keg has been made in the price of all grades of horse shoes. Prices are revised all along the line and the new basis is as follows:

Horseshoes—

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight, front only	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.O.B. Montreal and Belleville. Terms—Cash in thirty days, less 2% discount.

Not Easy to Obtain Iron and Steel Bars

Montreal.

IRON AND STEEL.—It is still difficult to obtain necessary quantities of iron and steel bars, and jobbers are not always able to supply. The undertone is very strong and new prices announced two weeks ago, and the basis is likely to hold form until supply overtakes demand.

IRON AND STEEL

Iron finish machinery steel		5 35
Norway iron	13 50	15 00
Single reeled machinery steel		6 80
Spring steel		5 80
Sleigh shoe steel		5 30
Tire steel		5 50
Toe calk steel, per 100 lbs.		6 20
Band steel		5 30
Harrow tooth steel		5 45
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Bar iron, base		4 95
Refined iron, per 100 lbs.		5 95
Mild steel		5 30

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Sale Lead Products Seasonably Better

Montreal.

LEAD PRODUCTS.—There is a seasonably active demand for various lead products, and this indicates that there is still a considerable amount of building the present time. Prices, however, are these lines and quite steady, and no immediate change of any kind is looked for.

Lead pipe, per 100 lbs.	....	17 00
Lead waste, per 100 lbs.	....	18 00

Note.—Lead pipe is subject to a discount of 10%

Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	....	0 13¼
Do., 4 to 8 lbs. sq. ft.	....	0 13

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	....	0 37½
Solder, strictly, lb.	....	0 35½
Solder, commercial	....	0 33
Solder, wiping, lb.	....	0 32¾
Solder wire (8 gauge)—		
40-60	....	0 37½
40-55	....	0 39¾
50-50	....	0 42¼
Zinc sheets, casks	....	0 16½
Do., broken lots	....	0 17

Old Material Slow But Basis Is Held

Montreal.

OLD MATERIAL.—Manufacturers are not buying a great deal of old scrap at het present time. Prices, however, are holding without change and the usual quiet period is likely to continue for a few weeks longer. Arrivals of old scrap from the country districts have been fewer of late.

Dealers' Buying Prices

Automobile tires	0 02½	0 03
Yellow brass	0 09	0 10
Red brass	0 16	0 17
Light brass	....	0 06½
Scrap zinc	....	0 06¼
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	30 00
Heavy melting steel	18 00	19 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Ingot List Better in Tone; Activity

Montreal.

INGOT METALS.—The ingot list is rather firm this week and there is a summer activity of considerable volume. Prices generally are firm.

COPPER.—This is holding firm at 24c for casting and 24½c for electrolytic.

TIN.—Supplies are still arriving from the Old Country and the basis is more settled than it was a few weeks ago. Quotations are still held at 58c to 60c per pound.

LEAD.—At 10¼c per pound the market is ruling steadily firm and supplies are not any too easy to obtain. It has been somewhat difficult to get supplies from Canadian sources and also from the Old Country, jobbers report.

SPELTER.—The basis of 11c still stands.

ANTIMONY.—This metal is considered quite firm and although some are quoting as low as 11c per pound it is selling several points higher than this price.

ALUMINUM.—A basis of 37c to 39c per pound is held an aluminum and there is a fair amount of trading at this price.

TORONTO MARKETS

TORONTO, July 29.—The tendency for hardware prices still continues upwards and many lines have been advanced in price during the week.

Wrought pipe quotations have again been revised upwards. Gasoline and coal oil have been advanced 2 cents per gallon and various machine oils are also higher. Bulldog wrenches have been marked up 10 per cent. Stillson wrenches also have new lower discounts. Toilet paper has advanced and is now quoted at 33½ per cent. discount from list.

Wire nails and wire of various kinds are still very scarce, also galvanized sheets. Preserving kettles are in good demand . Binder twine is moving in heavy volumes. Rope sales are quiet.

Business has considerably slackened off during the week and many in the trade have taken this opportunity to enjoy their annual holidays.

Prospects for heavy fall business were hardly ever better, it is stated, and many are preparing for a heavy fall season by demanding shipment of their booked orders so as to be assured of having the stock to sell when the season opens up in full swing.

Collections are coming freely.

Bull Dog Wrenches Now Priced at 10% Discount

Toronto.

WRENCHES. — Higher prices have again been made on many styles and makes of wrenches. The Bull Dog is quoted at a discount of 10 per cent. The Everready wrenches are also quoted at a discount of 10 per cent. from the list. These prices are quoted for present stocks and orders are only being accepted at prices ruling at time of shipment.

Stillson Wrenches Now Quoted 25% Discount

Toronto.

WRENCHES.—Higher prices have again been made on some lines of mechanics' tools which affects the price of Stillson wrenches. The new quotations are approximately 7 1-2 per cent. higher and are quoted as below. The discount for the Canadian make is 40 per cent. off the list.

Stillson Wrenches

6 inch	$18.20 per doz.
8 "	20.40 " "
10 "	22.80 " "
14 "	31.80 " "
18 "	35.60 " "
24 "	66.00 " "
36 "	123.00 " "

Preserving Kettles Have Seasonable Demand

Toronto.

PRESERVING KETTLES.—A good demand is current for various preserving kettles as a result of the abundant crops of seasonable fruit. Prices are as per current quotation pages.

Barn Door Hangers Now Cost Dealers More

Toronto.

BARN DOOR HANGERS.—An advance has been made on the price of barn door hangers and the Richards-Wilcox trolley barn door hanger now costs the dealer $24.00 per doz. for the number 321 and $22.40 per doz. for the number 21. The track for the above is quoted at $25.60 per 100 feet.

New Discount on Toilet Paper is 33 1-3% off List

Toronto.

TOILET PAPER. — New advanced prices are being quoted on various lines of toilet paper, the new quotation being list less a discount of 33 1-3 per cent., the list price of the standard price being $15.75 per 100 rolls.

Stove Business Quiet; Wares Firm; Unchanged

Toronto.

STOVES AND WARES.—Firm steady prices continue for stoves and ranges with a fairly quiet buying period being experienced by the manufacturers. However, prospects for fall business seem very bright and all are looking for good business for this season.

Difficulties are many in manufacturing circles, and the greatest is that of getting renewed supplies of raw material. The booking received for fall shipment are reported to be fair, but makers cannot guarantee any delivery, and it is likewise difficult to name a price.

Wares are very firm. It is most difficult to obtain supplies of black, galvanized or tinned sheets, and the supplies are entirely dependent upon what the makers can obtain in the way of raw material.

Gasoline and Coal Oil Have Advanced 2c. Gal.

Toronto.

GASOLINE.—New and higher prices have again been made on gasoline, having advanced 2 cents per gallon, making the new quotation 40 cents per gallon. Many are of the opinion that prices on this commodity have not as yet reached the peak and the tendency is still upwards. It is hard to state the direct factors bearing on the case as there are so many phases to the situation, and while the price on crude oil has remained firm, higher cost of refining, handling and hauling and other charges have increased, it is stated.

COAL OIL has also been revised upwards and will now cost the dealer 29 1-2 cents per gallon for Royalite and 32½ cents per gallon for Polacine, being an advance of 2 cents per gallon.

Black Machine Oil Marked Up 2½c. Gal.

Toronto.

MACHINE OIL, in line with other kindred products, has also been revised upwards. The new price is very firm and the tendency is still upwards. The black summer oil now costs the dealer 30c. per gallon, while the black winter oil has been marked up to 30 1-2c. per gallon, being an advance of approximately 2 1-2 cents per gallon.

Stocks of Fence Wire Still Very Light

Toronto.

FENCE WIRE.—It appears as though fall fencing operations may be held somewhat in check owing to the great scarcity. Wire of nearly all kinds is proving to be a very scarce commodity at the present time and jobbers state that any stocks they have on hand are moving out very rapidly, but owing to the position the mills are in at the present time they state they are unable to place orders for immediate delivery. This being the case, they are anxious for the future, especially the very near future, as there is an intimation that a great scarcity will prevail in nearly all kinds of wire, including fence wire.

Wire Nail Famine Shows No Relief

Toronto.

WIRE NAILS.—Little relief has been offered the wire nail situation and a great scarcity continues. The recent higher quotation of $6.25 per keg base is firmly held. The demand for wire nails still exceeds the supply and many are concerned for the future. The trade generally have experienced a very heavy building year and it is believed that most stocks are very low, and present prospects are poor for immediate delivery. The present indications are that no immediate change will be made. This may be on account of the manufacturers not having any nails to sell for immediate delivery. It is believed this condition applies to nearly all countries, and a great shortage is noticed throughout the world. Canadian trade reports show that Canadian exports for wire nails have greatly increased; considerable of this going to the United States.

Rope Sales Quiet; Binder Twine Moving

Toronto.

ROPE.—Business is rather quiet for rope, although manufacturers express themselves as well satisfied with the business that is coming forward, which may be an intimation of the demand when business generally picks up after the holiday and seasonably quiet period.

BINDER TWINE is moving very briskly and dealers generally seem to be greatly rushed to receive their full supplies before the harvest season opens up in full swing. Present indications point to a heavy crop and a good tonnage of twine, it is expected, will be handled this season.

Wrought Pipe Has Again Been Revised Upwards

Toronto.

WROUGHT PIPE.—A new higher revision has again been made on wrought pipe and has been a big surprise to many, owing to the very recent advances that have already been made. This time the price mostly affects the wrought iron products, although other changes have been made.

The situation has little prospect of an early relief as regards supplies, deliveries and other conditions, and while in the majority of cases manufacturers are willing to sell with the privilege of delivery 4 to 6 weeks after receipt of order, there is some indication that this period may be lengthened and purchasers will have to wait probably several months for regular size orders, while special large orders may have to be arranged specially.

The following is a list of new net prices on the best known lines:

Price List No. 46, July 26, 1920

Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8 63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04

1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Wrought Iron Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2 66	2.66	3.16
8	2.49	3.07	3.07	3.61
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4 39	4.39	5.21

Boiler Tubes Scarce; Hard to Get Shipments

Toronto.

BOILER TUBES continue to be a very scarce article and jobbers state that few shipments are coming forward, and state that shipments are being materially held up on account of the great shortage of freight cars and the congestion of freight, which has not as yet been cleaned up on some of the U. S. railroads. Many are surmising if it would be possible to secure these shipments were the railroads in better condition to handle the transportation. They state the skelp mills are very far behind with their orders and raw materials are very scarce and as a result manufacturers have to go begging for some of the best selling sizes.

There is also the coal situation, due to the freight transportation problem. The coal has become very scarce and some industries have been closed down as a result. It is hard to state what the future will show for this commodity, although many are in hopes that the situation will have recovered and righted itself before the big rush, which commences in the early fall.

The following are the present quotations:

BOILER TUBES—	Seamless	Lapweld
1 inch	$23 00	.....
1¼ inch	32 00	.....
1½ inch	33 00	.....
1¾ inch	35 00	30 00
2 inch	34 00	30 00
2¼ inch	38 00	33 00
2½ inch	47 00	37 00
3 inch	53 00	47 00
3¼ inch	.....	54 00
3½ inch	70 00	49 50
4 inch	98 00	64 00

Lead and Zinc Products Quiet, Price Steady

Toronto.

LEAD ZINC PRODUCTS.—Business is rather quiet on this line at present, although jobbers and manufacturers state they are doing an excellent business considering the season of the year. It is believed that many who have building contracts are anxious to push their work through before the advance of cold weather. Wire solder is still quoted at 43 cents per pound and strictly at 35 cents per pound. The commercial and wiping are still quoted at 33 cents per pound, while the guaranteed is quoted at 39 cents per pound.

The following are the quotations current for some of the better known lines:

Lead pipe, list, per lb.	0 17
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 43
Solder, strictly, lb.	0 35
Solder, commercial, lb.	0 33
Solder, guaranteed, lb.	0 39
Solder, wiping, lb.	0 33
Lead waste pipe, list, per lb.	0 18
Zinc sheets, per lb.	0 19

Fair Demand for Iron and Steel Bars

Toronto.

IRON AND STEEL BARS.—Although business is generally quiet at this period of the year, jobbers state they are having fair demand for bars of all kinds. This, however, may be on account of the number of contracts that are being handled requiring heavy tonnages for construction.

Some of the lighter gauges of agricultural flats are very scarce and jobbers are anxiously waiting the period when the mills will be able to run this size for them. Other sizes, they state, are fairly well stocked, although some state they have an unbalanced stock at present owing to the difficulty of securing the sizes they are short of and the light demand for sizes that they have heavy stocks of. The following are the present quotations:

Common bar steel, 3-16 and light......	6 00
Common bar steel, ¼ in. and heavier....	5 50
Common bar iron, 3-16 in. and heavier....	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 95
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Waste Materials Quiet; Price Tending Downward

Toronto.

WASTE MATERIALS.—The heavy downward sagging tendency that has been experienced of late by dealers of waste materials continues to exist and jobbers can see very little hope for an early revival of the situation. Another feature of the market probably is the fact that this is the holiday period, and many are away on their yearly vacations.

Transportation difficulties are also a factor for this condition, and owing to the mills having difficulty in securing cars to ship their products and raw material naturally their requirements are not so heavy and the market for this material is dull as a result. The following are the present quotations:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 08
Scrap zinc	0 06
Heavy copper	0 17
No. 1 machinery cast	33 00
Heavy melting steel	15 00
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes....	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 02½
Heavy lead pipe	0 05¾
Tea lead	0 03

Corrugated Sheets Still Very Scarce

Toronto.

CORRUGATED SHEETS.—The famine for flat sheets continues to greatly hamper the manufacturers of corrugated sheets, who state they have great difficulty in supplying their orders. Some have been fortunate to secure several shipments, however, which went a long way to fill back orders of long standing.

The trouble is mainly due, it is stated, to the freight transportation difficulties that are experienced, to the effect that cars are almost impossible to procure without being a long waiter on the waiting list, and any who are fortunate enough to secure cars are required to have them shipped the same day as the permit is received or they are forced to miss the shipment, on account of the car being transferred to someone else.

Owing to the great difficulty in securing supplies, as well as the premiums that have to be paid in order to secure immediate delivery, many are charging premiums, although the prices as shown herewith are the booking of standard prices. In some cases the premium prices are said to be from $2 to $3 higher than the prices shown herewith:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	$10.50	$ 8.50
No. 26 gauge	11.25	9.75
No. 24 gauge	16.75	12.00
No. 22 gauge	19.75	15.00
No. 20 gauge	23.50	19.25
No. 18 gauge	30.00	23.75

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Discount, 7½%.

Shortage of Canada Plate Affects Stove Pipes

Toronto.

STOVE PIPE—Considerable shortage is reported throughout the trade for stove pipe. This is said to be due to the great scarcity of Canada plate which is prevailing and few, if any, are looking for an early relief from the present situation.

Horse Shoe Quotations Advance 50c Keg Base

Toronto.

HORSE SHOES—A sharp advance has been made on horse shoe quotations, practically the whole list having been marked up 50 cents per keg base. The new quotations are as per current quotation page.

Famine in Sheets and Plates Not Relieved

Toronto.

SHEETS AND PLATES—The situation regarding delivery of sheets and plates is daily becoming more acute and manufacturers and jobbers are in a quandary as to future prospects. The latest development, whereby there is a great shortage of cars, is another worry to the manufacturers, who have experienced great difficulty for some time past in securing supplies of raw material.

A great number of cars are being used for the transportation of coal and grain, the open car being assigned for coal and the closed box for the transportation of grain, and it has been stated that on some occasions these cars have been hauled empty to their destination rather than load with freight and have the uncertainty of when the car would again be available for grain or coal as the case may be.

The following quotations o nhseets and plates are published here merely as a guide, and while these prices are recognized as standard many are charging premiums on account of having to go into local markets or are required to pay premiums from the mill for any spot deliveries they may receive. The following prices are in effect:

BLACK SHEETS

14 gauge	$8 95
16 gauge	9 00
18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 65
3-16 inch plate	9 75
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$12 50	$12 00	$13 25
U.S. 28	11 45	12 70	11 45	12 85
U.S. 26	11 15	12 40	11 15	12 55
22 and 24	11 00	12 25	11 00	12 40
18 and 20	10 70	11 95	10 70	12 10
16	10 70	11 95	10 70	12 10
12 and 14	10 55	11 20	10 55	11 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Demand for Ingot Metals Light, Prices Steady

Toronto.

INGOT METALS.—Any slight changes that have been made on the price of ingot metals during the week have been offset by the rate of exchange, leaving present quotations unchanged. Business is fairly quiet although the amount of business being handled is satisfactory considering the season of the year.

TIN.—Practically no change has been made on the price of tin this week, the quotation remaining at 63 cents per pound.

LEAD is steady although the price is unchanged and is still quoted at 10½ cents per pound.

SPELTER.—The quotations on spelter show no change. The demand is fair. The present price is quoted at 10¾ cents per pound.

ANTIMONY has shown considerably more strength and the demand is somewhat heavier. The quotation remains unchanged, prices being from 12½ cents to 15½ cents per pound.

COPPER.—Quotation on copper shows little change, although the situation is somewhat stronger. The price remains at 24 cents per pound.

ALUMINUM.—Practically no change has been shown on aluminum, the price remaining at 37 cents per pound.

LONDON MARKETS

LONDON, July 29.—Many advances have again been made on many lines of hardware during the week. Chief on the list is the higher quotation on wrought pipe. Gasoline and coal oil are also up 2 cents per gallon. English goods are coming forward in good quantities and some lines are higher in price. English graining combs and side cutting pliers are higher in price. Cut laces and high-speed drills have been marked down a few points.

Tin roofing caps, ash sifters, R. W. trolley barn door hangers, self-wringing mops, anti-rattlers, electricians' bits, Snap hand cleaner, firmer chisels and steel hose reels are all higher in price.

Business continues seasonably good in London and surrounding district. There is a fair sale for most lines of summer goods.

Prices continue very firm and a decided shortage continues on wire nails, fence wire, staples, roofing nails and many lines of roofing. Many firms are shipping booked orders of fall goods now.

Steel Hose Reels Marked Up to $3.00 Each

London, Ont.

HOSE REELS.—Higher prices have been made on various makes of hose reels, the steel, number 10, are now quoted at $2.10 each and the number 20 at $3.00 each.

Socket Firmer Chisels Priced at List Less 25%

London, Ont.

CHISELS.—A new and higher price has been made on chisel prices, the socket firmer chisels being advanced by a lowering of the discount, which is quoted at 25 per cent. off the list.

Snap Hand Cleaner Marked Up $2.20 Doz.

London, Ont.

HAND CLEANERS.—In line with higher quotations that are daily being made on many hardware commodities, special lines are also being marked up An advance has been made on the price of Snap hand cleaner, the new quotation being $2 20 dozen net cash.

Electricians' Bits Advance to $10.20 Doz.

London, Ont.

ELECTRICIANS' BITS.—New and higher quotations have been made on electricians' bits. The 11-16 are now priced to the dealer at $10.20 per dozen and the 12-16 at $11.50 per dozen.

English Graining Combs Now Priced at $1.60 Set

London, Ont.

GRAINING COMBS.—Arrivals of English make goods are becoming more frequent and fair shipments are daily coming forward. This, it is hoped, will help supply the heavy demand for lines which have been very hard to procure.

English graining combs are coming forward in fairly large shipments and the latest arrivals are somewhat higher in price, the quotation being $1.60 per set.

Shipments of English Pliers Coming in

London, Ont.

PLIERS.—The advancing cost of raw materials, labor and other factors is given as the reason for the higher prices that are being made on many lines of tools. This week an advance has been made on the price of English side- cutting pliers, which are quoted as follows:

No. 1001 x 5"	$ 9 00
6"	10 75
7"	12 50
8"	15 00

Johnson's Anti-Rattlers Advance; Cost $1.80 Doz.

London, Ont.

ANTI-RATTLERS.—The advanced cost of raw material continues to affect the price of the finished product, especially where the basic material is iron or steel.

This week an advance has been made on the price of Johnson's anti-rattlers

the new price being quoted at $1.80 per dozen pair. The Fernald quick-shift anti-rattlers have also been marked up, the new price being $4.50 per dozen.

Self-Wringing Mops Marked Up to $6.50 Doz.

London, Ont.

MOPS.—Higher prices are quoted on self-wringing mops, the dealer now being required to pay $6.50 per dozen for future supplies.

Barn Door Hangers Have Again Advanced

London, Ont.

BARN DOOR HANGERS.—A further advance over prices quoted last week for trolley barn door hangers has caused some surprise, and while last week's quotations were firm, not a few expected them to hold unchanged for some time to some. This, however, is in line with the serious situation which has developed for many products of iron or steel, and many are concerned for future prices, which point to still higher levels if materials do not come forward more satisfactorily.

The Richard Wilcox No. 21 hange er is now quoted at $22.40 per dozen, while the number 321 is priced at $24.00 per dozen.

Ash Sifters Will Cost Dealers More This Season

London, Ont.

ASH SIFTERS.—Shipments of various ash sifters are beginning to move freely for fall business, while some dealers who have been holding back their orders are beginning to feel concern for future deliveries and have been ordering more freely as a result in order to be sure of securing sufficient stock when the season arrives.

The prices on some lines are slightly advanced over those of last season. The Banner number 2 is quoted at $3.65 each, while the rocker is priced at $6.25 each for the number 1.

Lower Prices Made on Cut Laces; Now Priced at $2.85

London, Ont.

CUT LACES.—Lower revisions have been made on lace leather quotations and the cut laces are now quoted at somewhat easier prices, the ¼, 5-16, ⅜ and ½ inch are now quoted at $2.85 per pound.

Fence Wire Famine Shows No Relief

London, Ont.

FENCE WIRES.—Practically all kinds of fence wires are enjoying a very good demand and supplies are moving very freely, although jobbers state they have great difficulty in securing sufficient supplies from the manufacturers to satisfy the present demand. Especially is this true of barb wire, and coil spring and other galvanized wires.

Roofing Caps Have Been Marked Up to 14c Per Lb.

London, Ont.

ROOFING CAPS.—A revision has been made on the price of roofing caps and dealers will now be required to pay more for future supplies. 100 lb. bags are naw quoted at 13½ cents per lb., while small lots are quoted at 14 cents per lb.

Binder Twine Has Heavy Demand; Rope Quiet

London, Ont.

ROPE.—The present shows a quiet buying movement for rope, although fair quantities are moving for this season of the year.

BINDER TWINE, however, is in heavy demand and dealers are rushing to secure stocks in order to be in readiness for the anticipated demand in the very near future. Present quotations are as per current quotation page.

Famine in Wire Nails; Price Firm; Unchanged

London, Ont.

WIRE NAILS.—The situation in regard to wire nails shows little change and stocks aret becoming very nearly exhausted. When it is considered the condition that the mills are in at present on account of the shortage in coal, the future prospects for receiving wire nails in any quantity do not look very bright. The demand continues to be a very heavy one and the quotations are very firm, although no change has been made this week, $6.25 per keg base still being the quotation.

Shovels and Spades Still Move Freely

London, Ont.

SPADES, SHOVELS AND SCOOPS. —A very good demand is noted for spades, shovels and scoops and stocks are steadily going out to the merchant Reports generally are that merchants are having a good truover in this line which is said to be on account of the building activities and other improvements. The present discount continues to hold at 35 per cent. off the list.

Further Advances Made on Wrought Pipe

London, Ont.

WROUGHT PIPE.—Notwithstanding the recent advance made on the price of wrought pipe, further advances have again been made.

The following are the new quotations:

Price List No. 46. July 26, 1920.

Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Galv.	Gen. Wrought Iron Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	23.74
2	28.31	34.97	32.01	38.67
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Galv.	Gen. Wrought Iron Blk.	Galv.
2	$32.01	$38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

Scythes and Snaths Have Good Buying Movement

London, Ont.

SCYTHES AND SNATHS.-The heavy growth of weeds, etc., is attributed to be the main factor for the heavy demand for various lines of scythes and snaths. Present quotations are firm although unchanged and are as follows:

Scythes—	Doz.
Cast steel	$17 25
Clipper	18 25
Double bead	18 75
Cutlery steel	19 25
Brush	17 75

Snaths—No. 1 Patent, $15.85 doz.; No. 2 patent, $15.20 doz.; No. 3 patent, $14.00 doz.; No. 2/0, $16.50 doz.; Brush. $17.20 doz.

Fair Demand Continues For Poultry Netting

London, Ont.

POULTRY NETTING.—A good sale is noted for poultry netting at present and nearly all jobbers state that their stocks are very low in this line. Especially is this true of the one-inch mesh. The prices are firm although quotations are still unchanged. The Canadian two-inch mesh is still quoted at net list, while the one-inch mesh is quoted at an additional 5 per cent. to the list.

Linseed Oil Prices Steady; Unchanged

London, Ont.

LINSEED OIL.—Sales are rather quiet this week for linseed oil. Stocks are beginning to accumulate in better quantities and the situation shows considerable improvement throughout.

The present quotations are unchanged and prices are fairly steady. The following prices are current:

	Raw	Boiled
1 to 2 bbls., gal.............	$2 27	$2 30
3 to 5 bbls., gal.............	2 26	2 29
6 to 9 bbls., gal.............	2 24	2 27

Less bbls., add 15c gal.

Turpentine Prices Steady; Unchanged

London, Ont.

TURPENTINE shows no change this week. Although the present price is fairly steady, the tendency is still for lower prices in the near future. It is stated that many are looking for a decided increase in his season's receipts over that of last and base their opinions on the satisfactory returns which are coming forward daily. One of the main draw-

backs, it is stated, has been the tardy delivery by the railroad companies, and many have had shipmens tied up in transit for some considerable time, and have not as yet received them. The following are the present quotations:

1 bbl. lots, Imp. gal.	$2 65
2 to 4 bbl. lots, Imp. gal.	2 64
5 gal. lots, Imp. gal.	2 80

Shortage of Whiting Firms Putty Prices

London, Ont.

PUTTY.—The demand for putty is seasonably heavy and manufacurers are much concerned over the shortage of whiting and chalk. They state they cannot get sufficient to make up into putty and at present even in a quiet season the demand is greater than the supply.

European operators state they have great difficulty in getting men to handle the chalf and any they are able to secure the chalk and any they are able to secure the present quotations:

PUTTY—	Per 100 lbs.
Standard, 100-lb. drums	8 30
Do., 25-lb. drums	8 55
Pure, 100-lb. drums	10 80
Do., 25-lb. drums	11 05

White Lead in Oil Firm; Price Remains Unchanged

London, Ont.

WHITE LEAD IN OIL.—The sale for this commodity continues to be good and a fair volume is moving although the price at present is very firm. Although white lead in oil is considered to be selling at a high figure in comparison with normal times it is stated the present prices is very reasonable in comparison with other commodities and authorities on the subject state that it has only advanced in accordance with the higher cost of living. The following quotations are current: Tons—Pure, $20,45 per 100 lbs., $20.80 less tons; Elephant, $20.95 per 100 lbs., $21.30 less tons.

WINNIPEG MARKETS

WINNIPEG, July 28.—Greater activity has been shown throughout the hardware trade this week as regards changes in prices. Many lines have been marked up to higher levels. Scarcity of many lines still prevail. Manufacturers are still hard pressed for raw materials, but they still have some manufactured goods on hand, not sufficient, however, to fill all orders. They are also finding difficulty in getting cars to ship out goods.

The coal situation is causing a great deal of trouble. It has eased up considerably but not sufficiently to take care of future needs.

The shortage of steel metal is a cause of general complaint and those dealers who have contracted well ahead are only able to get a very limited quantity.

Stoves are a scarce article and dealers state they are getting their requirements in small installments. Many customers are on the waiting list anxious to buy certain lines of stoves and ranges.

Paint materials are remaining steady and would seem that perhaps the worst is over. The general opinion is that prices with an upward tendency have ceased, although there is no definite sign of a fall taking place. Linseed oil has eased up a little more since last week. White lead is still in big demand and the supply is none too good.

Sporting goods and ammunition are very active, and the demand is greater than the stocks will take care of. The prices on many lines of guns, ammunition and sporting goods have been advanced to a higher level as notated below.

In general, trade is good and collections are somewhat better than they were.

Bonney Wrench Sets Have Advanced About 10%

Winnipeg.

WRENCH SETS.—A good business is being handled for various tools and mechanics' tools are still in heavy demand. In line with the advancing cost of materials and manufacture, etc., some lines have again been marked up. The number 32 Bonney wrench set has sharply advanced and is now quoted at $4.50 per set, being approximately an advance of 10 per cent.

28 Gauge Galvanized Sheets, $13.75 per Cwt.

Winnipeg.

GALVANIZED IRON.—A great scarcity continues for galvanized iron sheets, a condition which has been prevalent practically since the termination of the recent war. Jobbers state it is still impossible to secure stocks and the demand is daily increasing as a result. The present drawback seems to be the shortage of freight cars for transportation purposes, and it is stated that some of the mills have been held up with production on account of not having available space to pile the heavy tonnages which they daily turn out. As a result of insufficient cars, to daily move their product, 28 gauge galvanized sheet iron is quoted at $13.75 per 100 pounds.

Plumbers' Oakum Has Heavy Buying Movement

Winnipeg.

OAKUM.—A sharp advance of 25 per cent. has been made on the price of plumbers' oakum. The demand seems to be somewhat greater than the supply, although orders have usually been filled complete up to the present, it is stated. Some have it that if the present demand continues supplies will not hold out in sufficient volume to meet the heavy buying movement.

Good Buying Movement For Various Lines of Glue

Winnipeg.

GLUES.—A good business is being handled for many lines of glues, pastes, etc. Stocks are in fair condition, most orders up to the present being filled promptly. Sementol is also moving freely. Gallons are still quoted at $8.40 each and quarts at $2.40 each, while quarts in half dozen lots are quoted at $2.00 each.

High Speed Drills Are 10% Lower in Price

Winnipeg.

HIGH SPEED DRILLS.—A reduction of 10 per cent. has been made on high speed twist drills. There seems no prospect or probability, however, that a reduction will be forthcoming on carban drills, at least not in the near future, it is stated.

May be Famine in Whiffletree Supplies

Winnipeg.

WHIFFLETREES.—Wooden singletrees, whiffletrees, etc., are scarce. It it difficult at the present time to get adequate stocks of these goods, and it is felt that the shortage will be still worse and prices are bound to rule high, perhaps higher than they now are. Handles, of all sorts, have the same ruling. Higher prices are anticipated when new shipments arrive.

Great Scarcity for Shovels at Present

Winnipeg.

SHOVELS.—All makes of shovels seem scarce. Orders are coming in very regularly for all kinds of shovels, but they cannot be filled on account of their being hard to get from the factory. Stocks are very low at the present time and the outlook is not very promising. Prices have not changed but higher prices would not be unexpected in the near future.

Harvest Tools Have Heavy Buying Movement

Winnipeg.

HARVEST TOOLS.—A good demand is being made for all kinds of harvest tools and the stocks are in fair shape. Prices have not changed and it is likely they will remain as they are for the present, quoted 50 per cent. and 10 per cent.

Number 3 Saw Handles Now Quoted at 55c. Pr.

Winnipeg.

SAW HANDLES.—The new prices which have been made on saw handles is 10 per cent. higher than former quotations and are now priced at 55 cents per pair for the number of 3 two-man saw handles. Orders for fall delivery are coming forward freely and altogether business is very satisfactory.

New Prices Have Been Made on Sliding Casters

Winnipeg.

SLIDING CASTERS.—An advance has been made on the price of Onward sliding casters, the number 4 is now quoted at $4 per 100 set, the number 3 at $4.30, the number 2 at $4.50, and the number 1 at $4.80 per 100 set.

Present stocks have shown considerable improvement and it is believed that dealers are in better position to fill their orders and a fair business is anticipated.

An Advance of 10% Made on Horse Muzzles

Winnipeg.

HORSE MUZZLES have been marked up 10 per cent. A good demand is anticipated in this particular line. Stock is in fair shape. The following prices are quoted: No. 4, $4.00; 3, $3.10; 11, $4.40 per dozen.

Oil and Molasses Gates Advance About 10%

Winnipeg.

OIL AND MOLASSES GATES.—New and higher prices have been made on oil and molasses gates and the Stebbins have been advanced 10 per cent. The demand at present has slackened and business in this line is rather quiet. The new quotation is net list.

Revolvers Join March Upwards

Winnipeg.

REVOLVERS AND PISTOLS. — A sharp advance has been made on the price of some lines of revolvers, both with hammer and hammerless. Automatic pistols have also been marked up. The new prices on some of the better known lines are as follows:

Iver Johnson Hammer Revolvers—32 x 3 NP, $16.80; 32 x 3 B, $17.20; 38 x 3¼ NP, $16.80; 38 x 3¼ B, $17.20; 32 x 4 NP, $17.20; 32 x 4 B, $17.60; 38 x 4 NP, $17.20; 38 x 4 B, $17.60; 32 x 5 NP, $17.60; 32 x 5 B, $18.00; 38 x 5 NP, $17.60; 38 x 5 B, $18.00; 32 x 6 NP, $18.00; 32 x 6 B, $18.40; 38 x 6 NP, $18.00; 38 x 6 B, $18.40; Iver Johnson Hammerless Revolvers—3 B, $18.25; 3 NP, $17.85; 3¼ B, $18.25; 3¼ NP, $17.85; 4 B, $18.65; 4 NP, $18.25; 5 B, $19.05; 5 NP, $18.65; Savage Automatic Pistols—32 cal., $32.00; 380 cal., $34.00.

Many Lines Shot Guns Revised Upwards

Winnipeg.

SHOT GUNS.—In line with advances which have been made on many kinds of fire-arms, shot guns have again been revised upwards, practically all makes being higher in price. The following list shows the new quotations on some of the better known lines:

L. C. Smith—00, $73.50; 00E, $92.40; 0, $89.25; 0E, $110.25;

Fox—FA, $93.00; FAE, $110.00; FSS, $74.55; FSSE, $91.55;

Parker—Trojan, $73.50; VH, $97.75; VHE, $134.40;

Winchester—1897 T.D. x 12 or 16, $64.35; Model 1912, Standard, $74.20; Tournament, $109.60; Trap, $134.30;

Remington—10A, $67.45; 10S, $80.00; 10C, $92.15;

Stevens—520, $52.50; 522, $74.55;

Higher Prices Made on Ammunition and Shells

Winnipeg.

AMMUNITION.—New prices on ammunition show advance slightly over former quotations. Ammunition orders are pouring in and at present stocks are in just fair shape. Loaded shells are in big demand, probably on account of the chicken season re-opening this fall. Ammunition quotations are as follows: Winchester and Savage, 33 per cent., U. M. C., 37½ per cent., Dominion 40 per cent. off Dominion list.

Various Rifles Have Again been Marked Up

Winnipeg.

RIFLES.—Higher revisions have again been made on some lines of rifles. The Winchester, Remington and Hamilton make again come up for further higher revision and some of the new prices are quoted below. Many orders are being received for rifles, but stocks generally seem very light, the majority having only a few sizes in stock.

Model 1890—22 Short, $38.10; 22 Long, $38.10; 22 W.R.F., $38.10. Model 1892—Round barrel, all sizes, $45.00; Octagon barrel, all sizes, $47,70; Carbine 44-40, Oct., $40.65. Model 1894—Round barrel 25-35 and 30-30, $47.40; Octagon barrel 25-35 and 30-30, $52.15; 30-30 Oct. T.D., $69.80; 32 Spec. Rd. barrel, $47.40; 32 Spec. Oct. barrel, $52.15; 32-40 and 38-55 Rd. barrel, $45.95; 32-40 and 38-55 Oct. barrel, $49.50. Carbines 30-30 and 32 H.P., $45.05; 38-55, $42.40. Model 1886—33, $52.50; Model 1895—All calibers, $64.35; Model 1905—All calibers, $59.50; Model 1907—All calibers, $74.50; Model 1910—All calibers, $74.50; Model 1902, $12.70; Thumb trigger, $11.90; Model 1904, $15.25; Model 1906, $34.75; Model 1903, $54.20.

Hamilton Rifles.—To-day's prices: No. 17, all calibers, $12.10; No. 44, all calibers, $21.50; No. 70, $19.50; 12A, $31.50; 6, $11.60; 12B, 12C and 12CS, $35.40; 14A and 14½A, $64.60; 14R and 14½B, $62.30.

PITTSBURGH MARKETS

PITTSBURGH, July 29.—A better freight movement is reported from the Chicago district, where it is said some of the accumulations of steel have gone from mill, in addition to current production. In the rest of the Central West, including Pittsburgh, shipping conditions are even worse than a week ago, and as production of steel continues substantially at the former rate this means that steel is being accumulated at mill at a more rapid rate than formerly. More of the steel is being left in unfinished form, for prudential reasons, and the actual production of finished steel is smaller than a month ago.

The blast furnaces and steel mills stood to gain some advantage in car supplies by the recent modification. At their request, Service Order No. 7, according preference to coal mines, was interpreted as not including as "coal cars" those flat bottom gondolas that are under 36 inches high, inside measurement, but it seems now that there are not many cars in this region that would be affected. Previous to the new interpretation most of the roads were regarding as coal cars any that were over 30 inches. The industry gets a definite backset in that the requirement that cars regarded as coal cars may be loaded only when the destination of the loaded material is toward coal mines that should be furnished the cars. Previously this rule had been very largely evaded. As it is now, nearly all the coal cars that reach furnaces and mills have to go out empty, while formerly the shippers were taking advantage of their possession of the cars to load them out.

According to some claims the railroads are really handling a great deal of freight the insufficiency of movement being due to the particularly large volume of business offered. At any rate, the shippers at present have little hope of their condition being improved as long as any improvement in car movement redounds only to the benefit of the coal mines, under Order No. 7. However, the shippers have recently found hope that within a few weeks the coal mines will be supplied with all the cars they are able to load. The deficiencies in car supplies at coal mines, from the mine ratings, average about 50 per cent., and it is not thought that the car supplies are going to be doubled in the near future, or at any time, so as to provide 100 per cent., the expectation being that with a moderate further increase in car supplies a so-called "labor shortage" will be developed at the coal mines, say when car supplies get to 65 or 70 per cent. of ratings. These labor shortages are not shortages in the number of men, but shortages in the amount of work the men on payrolls will do, as the men will not put in full hours for any length of time. As long as cars are in shorter supply than mining performance all the deficiency is attributed to "car short-

age," for the labor shortage is not actually developed.

If a decided improvement in car supplies for shipping steel products does not occur within 30 days, or perhaps 60 days at the outside, it will be necessary for the mills to decrease their production of steel, the production of pig iron being of course curtailed at the same time. Thus far the situation has been met, first by simply piling finished steel as made, and later, in the past few weeks, by curtailing finishing operations and piling part of the steel in unfinished or semi-finished form. This process could not be continued indefinitely, even if there were unlimited storage facilities for semi-finished steel such as billets and sheet bars, for the reason that eventually all the steel would have to be finished and the finishing departments can carry only a very moderate overload. A fair estimate seems to be that even the present accumulation of steel will at the very best require from three to six months' time for working off if the railroads get to the point of rendering the maximum service cenceivable with their present physical equipment.

Picking Out Shipments

On account of the improbability of all the finished steel now in stock at mills, rolled to customers' specifications, being acceptable to the customers at the late date at which it will have to be shipped, the mills are now making an effort to pick out and ship the more perishable forms of steel, such as merchant bars that are cut to length, and other descriptions of steel at all special in character. This steel is picked out from stocks or from current rollings, as the case may be, so that as far as possible the steel left for later shipment will be more or less in stock sizes, either useful to the customers for whom rolled, or saleable in the open market.

Variations in Demand

Current market demand is excellent for merchant steel bars, particularly small sizes, and in fact almost everything under 2-inch. Demand for shapes and plates, on the other hand, is very light and has been so for several months. The testimony of the mills in this respect is confirmed by the June report of the Bridge Builders' and Structural Society, showing lettings of fabricated steel contracts this month to have been only 50 per cent. of the fitting shop capacity. June is sometimes a light month if this business has been done earlier, but the average for the six months ending with June is only 72 per cent. The fact is that investors are quite indisposed to go ahead with large construction jobs, on account of great delays promised for such work and the high cost of labor and materials generally. The mill prices of the plain structural shapes are not particularly objected to, for as a matter of fact they are rather moderate compared with prices of some building materials and with the cost of labor on construction jobs.

All present indications suggest that with construction work involving the consumption of steel at a low ebb, with the operations of various manufacturing consumers materially curtailed by various causes, and with large stocks of steel accumulated at mills, the steel market is going to be an easy one, but the steel market is one of surprises, and present indications may possibly be found to be somewhat misleading.

Pig Iron

As to pig iron, the market such as it is shows rather an upward than a downward trend. Deliveries are very difficult to secure, and some furnaces are piling iron. The stiffness of the market may be due simply to the transportation condition, but a loosening in transportation may increase consumption so as to enable the stocks to be absorbed without weakening the market. The average consumer, at least in this district, has become very conservative and will buy no iron except what is absolutely needed in the near future. The buyers seem to expect the market to decline, but if they all overstay the market they may produce an advance when they come to buy. A fair guess seems to be that there will be simply hand-to-mouth buying of pig iron for months to come.

British Manufacturers May Establish Here

Desire to Make Connections for Making Certain Goods—May Result in Establishing Factories in Time—Mass Production to Help Cost Control

MONTREAL.—That British manufacturers of various products desire to make closer connection with Canada was evidenced in an interview given Hardware & Metal by H. T. Bates of London. Mr. Bates is in Canada in quest of connections for his principals, Alloy Welding Processes Limited; Fullers' United Electric Works; S. Wolf and Company, and Twiss Engineering and Electric Transmission Company, all of London.

May Be Widespread

In reply to a question Mr. Bates stated to Hardware and Metal that he believed there was quite a widespread desire on the part of British manufacturers generally, to make some arrangements to either manufacture in Canada, or to make connections with manufacturers here that would enable them to turn out their products through Canadian plants. This, for the time being at least, would ensure the British maker a considerably increased output, and at a more favorable production cost. That is to say, when the cost of manufacture is taken into consideration, with duty added, many products can be produced here to better advantage than to be made in England and shipped here in the finished state.

It was further pointed out that the home market was in need of great quantities of goods, and this made it awkward, and sometimes inconvenient, to spare large quantities of some goods for export. Under the plans and specifications and patents held by British houses, it would be an easy matter to make connections here that would result in a satisfactory production of such goods. This might, in many cases, result in the establishing eventually of branch factories in Canada.

Mass Production

"Mass production is a great thing in England just now," continued Mr. Bates. "It has been necessary in order to keep the cost of production under control, and so meet outside competition."

With reference to the German competition that is bound to come, Mr. Bates stated that the German manufacturer was protecting himself, as was every manufacturer, by inserting a clause to the effect that prices would be dependent upon circumstances that might develop in the course of manufacturing a given product. He instanced a case in which, where a certain repair was wanted for a special type of engine made in Germany, a price of $59 was quoted. A little later word was received to the effect that the price was now to be $98. This seemed to be altogether too much like profiteering and the order was cancelled.

A high standard, Mr. Bates stated, is still maintained with regard to the various British manufactured products, and with mass production it will be possible to produce much less than under the old system.

New Position for Hardware Traveller

Winnipeg.—Dave Burnet, who has been travelling the main line of the C.P.R. from Winnipeg to Regina for the past ten years for the J. H. Ashdown Hardware Company, has been called off the road to take charge of the new Personal Service Department of the company. This is a new development for this firm. Mr. Burnet is well-known to the trade, having travelled for the past 39 years. In his new position he will have charge of all customers calling on the company's head office, insofar as rendering them personal service is concerned. The object is to give more efficient service and to save the customers' time by putting them immediately in touch with the right department.

Encourage Children to Use Paint and Teach Them Economy of Painting While on Holidays

Many Children's Playthings Can Be Brightened Up During Annual Vacation—Sowing the Seed Early Will Make These Future Property-Owners Enthusiastic for Paint Preservation—Dealer Can Develop This Field for Immediate and Future Business.

SUGGESTIONS for livening up summer trade are about the most desirable which can be offered to any hardware dealer at this time of the year, for while the serious falling off of paint sales which characterized years gone by has been eliminated to some extent, yet the summer season is obviously a quieter period in the sale of paint than is the spring of the year. It therefore behooves the dealer to use all resourcefulness in developing what channels of trade are offered.

To the dealer who is thus looking for suggestions we say, have you ever considered the possibilities of trying to encourage children's trade in paints? There is no question an effective argument taken into the home through the child will bear fruit, and now is the time to go after this trade while the children are home on summer holidays. The young hopefuls will want to brighten up many old articles dear to their hearts during the summer holidays, and the dealer may not only derive present business from this source but teach the children an early lesson in the economy of property values. Early impressions sink deepest and much building for the future can be done.

Bicycles, Carts, Carriages, Etc., to be Brightened Up

Returning to the question of immediate trade there's Billy's bicycle and express cart and the garden swing and little Teddy's scooter and Billy's old go-cart which can be renewed. Then there is sister's miniature domestic furniture.

The Save the Surface idea can be planted in the young boy's mind at an early age, and it will be found that while on holidays he will be very keen to accomplish something by way of painting, and no more fertile ground can be found for profitable future trade promotion than by implanting in the minds of children the value

Making use of current events in connection with paint display, Sumner Company Limited, hardware, Moncton, New Brunswick, had this window trim arranged to be on display during the convention of the Dominion Police Chiefs in that city this month. It was trimmed by Mr. Clifford. Much attention was attracted to the novel display showing a model house which was illuminated at night. Such a window does much to maintain interest in painting during the summer months.

of paints and varnishes as a means of protection and preservation of property.

Children Will Be Property Owners of To-morrow

The children will be the property owners of to-morrow, and to them will be given the trusteeship of our towns, cities and country. To them the problem of conservation of our national resources will become more keen as we draw upon and diminish these each year.

The schools are teaching economics, but insufficient emphasis is being placed on the economics of property values in the sense that it represents real dollars and cents. Every board or brick or piece of structural steel that must be replaced because of deterioration through lack of paint is an economic sin against the welfare of the nation, whether or not the property owner willingly pays the shot for his negligence. It has been suggested that some enactment might be made whereby a property owner would be compelled to paint his property with sufficient frequency to keep it protected and well preserved.

Sowing Seed Early Accomplishes Big Purpose

As an indication of the value of sowing the seed in the minds of the children of to-day, it can be pointed out that it was during the public school days of many men now grown to maturity, that lessons were given in temperance which undoubtedly have played a large part in producing the dry wave which has swept this continent. This and many other present day advancements can be directly or indirectly traced to educational work in one form or another. Many of these movements did not overlook the children in their work.

Few advertised commodities have as deep and as sound economic reason for educational work as paint, so why not incorporate paint among other articles and advocate property economy in schools and elsewhere?

Children's Day to Feature Hardware Specials

An idea followed out by the hardware merchants of an Eastern city recently was to hold a children's day and feature goods pertaining to children. This is an indication of how valuable this branch of trade has been found to be when intelligently developed. The suggestion is made that merchants can work out a dad's day, a mother's day and a children's day any week in the year with seasonable goods. As far as the pail of paint is concerned, special points could be mentioned making a strong appeal to any of these groups of prospective purchasers.

A permanent foundation for the paint department in the future can be laid by teaching the children the value and enjoyment of using paint to conserve and to brighten appearances. Every father realizes the constantly increasing purchasing demands his children bring before him and by a little special effort the local dealers can possibly get the parents lined up to assist in directing the children's energy along the lines suggested.

CANADA LARGE BUYER OF U.S. ROSIN AND TURPENTINE

Exports from the United States to Canada of rosin and spirits of turpentine during the month of May 1920, were as follows:—Rosin, 12,264 barrels valued at $237,812. Spirits of turpentine, 53,025 gals. valued at $103,865. Canada was the largest importer of rosin from the U.S. and was second only to England insofar as importations of turpentine were concerned.

Mineral Production in Canada During 1919

A PRELIMINARY report of mineral production in Canada in 1919 has been prepared by John McLeish, B.A., chief of the Division of Mineral Resources and Statistics Department of Mines in Canada, and from which the following is taken:

Copper

"The production of copper in 1919 amounted to 75,124,653 pounds (37,562.3 tons) which at the average price in New York of 18.691 cents per pound, would be worth $14,041,549, as against 118,769,434 pounds (59,384.7 tons) valued at $29,250,536, or an average of 24.628 cents per pound in 1918; showing a decrease of 36.7 per cent. in quantity and 52.0 per cent. in total value. The 1918 production had been the highest recorded. That of 1919 is the lowest since 1911.

"Of the total production 54,320,182 pounds were contained in blister copper and in matte produced in Canada, part of which was refined at Trail, B.C, and Port Colborne, Ont., the balance being exported for refining, and 20,804,471 pounds estimated as recovered from ores exported to United States smelters.

"The total production of refined copper in 1919 was 3,487 tons, practically all produced at the electrolytic refinery of the Consolidated Mining and Smelting Company at Trail, B.C., though a few tons were also produced at the refinery of the International Nickel Company of Canada, at Port Colborne, Ont. The major part of the copper production at this plant is in the form of blister. The production of refined copper in 1918 was 3,809 tons, and in 1917 it was 3,901 tons.

"The production in Quebec from pyritic ores was 2,691,695 pounds, valued at $1,445,577 in 1919. These ores are nearly all shipped primarily for their sulphur content. The copper is treated as a by-product and the figures of production are the quantities reported as being 593,502 in 1918. This production is being paid for, the actual metal contents of the ores being much higher. The production in 1918 was 5,869,649 pounds.

"The production in Ontario amounted to 24,361,934 pounds, valued at $4,443,489, as against 47,074,475, valued at $11,917,rived from the nickel-copper ores of the Sudbury district, and of the Alexo Mine in Timiskaming, supplemented by a small recovery from the silver ores of the Cobalt district, and the copper ores of the Bruce Mine, Sudbury district.

"The production in Manitoba amounted to over three million pounds as against a production of over two million pounds in 1918 and was derived from a rich chalcopyrite lens found in the Mandy ore deposits at Schist Lake, north-west of The Pas. About 25,000 tons of this ore were mined containing 18 to 20 per cent. copper, 0.10 ounces of gold and about 2½ ounces of silver per ton.

"Both this property and the Flin Flon on the east side of Flin Flon Lake have been extensively developed and a large tonnage of low grade ore determined. The rich ore lens on the Mandy having been exhausted, operations were discontinued.

"The production from Manitoba was 611 ounces, as against 1,926 ounces in 1918, and was derived from the gold and copper ores of The Pas district, Northern Manitoba.

"The British Columbia production in 1919 amounted to 165,319 ounces, valued at $3,417,447 as against 180,163 ounces valued at $3,724,300 in 1918. The production for the last four years has been much below the usual production of five to six million dollars per year.

"The production from the Yukon territory amounted to 90,447 ounces valued at $1,869,705 as against 102,474 ounces valued at $2,118,325 in 1918. In addition to the production from the alluvial sands there is included a small production from the gold and copper ores of Conrad and White Horse districts. There has been a gradual falling off in production since 1913, when a production of nearly six million dollars was reported.

"The exports of mine gold bullion, gold-bearing dust, nuggets, gold in ore, etc., in 1919 are recorded as $5,037,123, as against $10,040,813 in 1918, and $15,929,051 in 1917."

Toronto.—W. N. Bunting, Northern Hardware Co., Edmonton, Alta., is visiting in Toronto this week.

MOORE'S LINE

"Save the surface and you save all" Paint & Varnish

"Save the surface and you save all" Paint & Varnish

Moore's Automobile Finish

A Smooth Elastic Finish

Moore's Automobile Enamel renews the appearance of Automobiles and makes them look like new. It is easy to apply, self levelling and dries over night. There are nine shades—a shade to suit every taste. The dealer will find this durable enamel an important and profitable addition to his accessory department. It dries with a dependable lustre. It "grips the metal" and leaves a strong, elastic finish that does not chip or crack — a powerful selling point with the motorist. He buys, and once he buys repeat orders are assured.

A Moore Agency Builds Business

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto

If interested tear out this page and place with letters to be answered.

German Razors on Sale in Canada Again

German Boker razors, which used to sell in competition with the Sheffield razors at about $2.50, are again on sale in Canada at the price of $7.00. Following the matter up further, it is found by deduction that in the old days the razor cost in Germany about five marks. With the mark at its normal price of 24 cents, this meant $1.20, and a duty of 30 per cent. on this brought the cost with incidentals to, say, $1.60. Assuming that the values in Germany have gone up in ratio with the decline of the mark, which is now 2¾c valued in Canadian money, it would take nearly ten marks to equal the former one, and the German price would accordingly be some 50 marks for the razor.

As the Canadian duty is collected on the normal value, the customs would collect on $12, or $3.60, making the cost to the importer nearly $5. If, however, the razors were brought in through the States, where duty is collected on the current value of the currency of the exporting country, the price would work out something like this: German cost, 50 marks at 2½ cents, $1.25; duty, say, 40 per cent., $1; total cost $2.25. If re-exported to Canada at $2.50, there would be duty, 30 per cent., 75c.; and 14 per cent. for exchange on $2.50, say 35c, making the razor cost by this route $3.60. Here is a nice question for the customs and for the people generally.

Changes in Directorate of Ass'n of Canadian Advertisers

The following changes in the directorate of the Association of Advertisers, Inc., have recently been made:

President—D. Geo. Clark, McClary Mfg. Co., London, succeeding W. C. Betts, resigned.

Vice-President.—W. G. Stewart, Goodyear Tire & Rubber Co., of Canada, Limited.

Director.—H. E. Mihell, The Imperial Varnish & Color Co., Toronto, succeeding E. G. Hogarth, resigned.

New Member.—The Hoover Suction Sweeper Co., of Canada, Ltd., Hamilton, with Thos. F. Kelly as their representative.

How Hardwaremen Advertise Paints--No. 18

THE announcement reproduced herewith was used in the form of a leaflet by Fabien Limited, hardware merchants of Montreal, Quebec. It was used as part of a publicity movement to stir up enthusiasm for a clean-up and paint-up week. Such leaflets can be given away to customers while in the store prior to the campaign, or can be distributed throughout the surrounding community. Where intensive effort is required in a very restricted locality this method is of value. It makes a point of the fact that when one house on the street is painted, others must follow suit or look much more shabby as a result. It makes an appeal for painting in connection with the general clean-up. A catchy rhyme is linked up with a straight talk on the value and advantages of painting.

Helps Land the Big Jobs

Painters, architects and builders have learned to depend on the sureness of the Glidden result They know the reputation Glidden products enjoy and the added prestige Glidden reputation gives them That's why they're glad to specify Glidden.

Go after the big jobs in your vicinity. They require little more effort than the smaller transactions, and the volume they represent means a bigger profit for you. Glidden products will help you land this business and Glidden quality will hold it.

If you are not now carrying Glidden products let us tell you more about the opportunities they represent. Remember that Glidden is a complete line of inside and outside paints, varnishes, stains and enamels for every purpose everywhere on everything.

THE GLIDDEN COMPANY, Limited
Toronto, Canada
Branches at Montreal and Winnipeg

GLIDDEN

EVERYWHERE ON EVERYTHING

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 29. — The outstanding points of interest this week in the paint market are those of lower prices for both linseed oil and turpentine. The present basis for linseed oil in barrel lots is $1.90 per gallon and some expect the price will soon be as low as $1.75. It is nearly a year since prices were so low and in view of the fact that the market undertone is so strong, the trade withholds buying. Certain quantities are going forward to manufacturing interests, who require the product for immediate manufacturing, but others are holding off their purchasers and will doubtless do so until there is a reaction the other way. Turpentine is also lower in price, being quoted as low as $2.75 per imperial gallon. This is coming to hand a little more freely and the sales are very slow in view of the high price. For many months past substitutes have been employed very extensively and it is doubtful whether the sale will increase greatly until prices are considerably reduced, even from present levels. With regard to white lead in oil, putty, prepared paints and specialties, varnishes and other lines, the market conditions are reported as rather quiet.

Softer Tone and Lower Linseed Oil Basis

Montreal.

LINSEED OIL—The market has further reacted this week and while some are asking a little more, others are selling on a basis of $1.90 per gal. in single barrel lots. The price may further react to $1.80 or $1.75 per gal. and in the meantime there is not much trading on the part of retailers. Considerable quantities have been shipped out to manufacturing interests who need the product for immediate use. Flax seed basis has softened appreciably, the price on Wednesday being as low as $3.33 per bushel. The basis has weakened in sympathy with other grains and the favorable crop reports from the Canadian West have also been a further factor in softening the undertone on flax.

Raw—	Imp. Gal.	
1 to 2 barrels	1 90	1 95
3 to 4 barrels	....	....
Boiled—		
1 to 2 barrels	1 92½	1 97½
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Less Money Asked For Pure Spirits Turpentine

Montreal.

TURPENTINE.—The arrival of turpentine is a little freer this week and prices have declined to $2.75 per gal. barrel basis. The high price, however, is affecting the sale and many substitutes are being extensively employed. Some think that prices should decline further and doubtless they will.

Turpentine—	Imp. Gal.	
Single barrels	2 75	2 85
Small lots	2 85	2 95

(Packages extra.)

Putty Holds Steady; Glass Firm and Active

Montreal.

PUTTY, GLASS.—The demand for putty is seasonable and the price basis holds unchanged. While there has been a decline in the price of linseed oil entering into manufacture of this, the difficulty of getting supplies of whiting has served to counterbalance matters quite well. Prices are holding without change.

GLASS.—The demand for glass is very heavy this summer and Hardware and Metal understands that a considerable quantity has been re-exported to the United States. This has made a very busy season for Canadian glass firms and the undertone is quite firm with discounts held unchanged.

PUTTY—	5 ton	1 ton	ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

White Lead Holds; Supplies Rather Scarce

Montreal.

WHITE LEAD IN OIL—The difficulty of getting pig lead at the present time has been expressed from several sources. Importers state that the delivery of lead from Trail has been rather slow and that difficulty has also been encountered in getting supplies through from Great Britain. Under the conditions of heavy demands from all parts the basis is naturally holding very firm and manufacturers do not hold out much prospects of getting lower prices on their requirements. The basis for Government Standard are as follows:—5 ton lots per 100 lbs. $19.50; ton lots, $20.00; smaller quantities, $20.35.

Prepared Paint Quiet; Basis to Hold For Now

Montreal.

PREPARED PAINTS.—While the future price basis of prepared paints will naturally receive the attention of manufacturers before the close of the fall season, there is little prospect, the makers assert, of any change being brought about in the near future. Sales are limited now, to a great extent, and while there is no probability of advances being made, several manufacturers have stated to Hardware and Metal that there will be no early change of any kind.

Higher Varnish Prices May Become Necessary

Montreal.

VARNISHES.—Higher prices are probable for various grades of varnish. The lowering prices on linseed oil are naturally a favorable factor, but manufacturers state that the difficulty of getting supplies of containers, coupled with their high price, more than offsets this. The higher price of gums reported from the Orient is also a big factor. Prices are very firm and advances are suggested from several different quarters.

TORONTO

TORONTO, July 29.—A quiet period is being experienced throughout the paint department and while business is seasonably good a lighter buying movement in comparison with a few weeks ago is being experienced by the majority in the trade.

Prices throughout remain steady and fairly firm and considerable shortages have been reported on many basic lines. Whiting is still scarce and shipments are very tardy. White lead in oil is held at a firm figure and the tendency is still upward.

Perhaps the feature of this market is a further decline on the price of turpentine, as some were of the opinion that the former quotation would remain steady in line with the firmer market in the South. Linseed oil has also been reduced a further 10 cents per gallon as a result of the favorable prospects for a good crop of flax, which resulted in a decline for present holdings of flaxseed.

Collections continue to come forward promptly.

The Luxeberry Painter Says:

"VARNISHES ARE LIKE FOLKS. Some merely give us a fair weather friendship that does not last, while others retain their charms under every strain, and wear through life. I use Berry Brothers' Varnishes, Enamels and Stains because they always make new friends and new business for me."

The uniform dependability of "Berry" products is known to even the smallest consumers. This is why they are so easy to sell.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver B.C.
Wood, Vallance Hardware Co., Ltd., Nelson B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
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Profitable Sales

The annual sales of Hoyt Metals amount to over $10,000,000. Are you getting your share? Factories, newspapers, etc., are all your prospects. The high anti-friction quality, unequalled endurance, and the cool running characteristic of these metals, have made them popular with metal-users everywhere.

Hoyt Metal Company
Montreal TORONTO Winnipeg

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

If interested tear out this page and place with letters to be answered.

Shipments of Whiting Still Very Tardy

Toronto.

WHITING—The prevailing shortage of whiting is said to be due to the inability of the English producer to handle the heavy demand which is being made upon him, and it is believed that the scarcity is world wide. However, many are looking forward very optimistically for the future and the opinion is that this situation will soon be cleared up. The present quotations are as per current quotation page.

Scarcity For Dry Colors Continues

Toronto.

DRY COLORS—The same price continues to be quoted for dry colors of all kinds and the scarcity which has previously been quoted has shown little relief. It is still very hard to procure some kinds of chalk. The present quotations are per current quotation page.

Price Steady Unchanged For White Lead in Oil

Toronto.

WHITE LEAD IN OIL—A fair demand continues for white lead in oil, although those in the trade state that sales have dropped off considerably. This, however, is said to be customary for this season of the year, owing to holidaying period and other factors. The present quotations on white lead in oil remain firm and little change is expected. The quotations on pure in ton lots continue at $20.35 per 100 lbs., while in less than ton lots the quotation is $20.70 per 100 lbs.

Shellac and Varnish Prices Remain Firm

Toronto.

SHELLAC AND VARNISH—A very good demand is keeping up for shellac and varnish of all kinds, which is very satisfactory to jobbers and manufacturers, etc. The price continues firm, there being little indication that a change in price will be made in the near future. The quotations are as per paint quotation page.

Prepared Paint Business Quiet; Price Unchanged

Toronto.

PREPARED PAINT—Although repeat orders are coming in very favorably, jobbers state that business is rather quiet in the paint line during the past few days, although they state this is nothing unusual and is quite seasonable, and the fact that many are holidaying would also be a factor for a quiet period.

Notwithstanding the tendency of some of the ingredients of prepared paint to decline, the price continues fairly steady. Lower prices are hardly to be expected in the immediate future, present indications being very firm and are as per current quotation pages.

Glass Business Quiet; Situation Improved

Toronto.

GLASS—A very quiet buying period is being experienced by glass jobbers, who in many ways are thankful for a let up, as they are anxious to accumulate stock to a certain extent. The United States mills are still closed down and no indication of the second fire being started for some few weeks. There has been some rumors of the American mills advancing their price in the near future. However, this may be only rumor. The Belgian manufacturers seem to have the situation well in hand and are making very fair shipments, considering the difficulty with which they have to contend. Plate glass is still very scarce, although some very favorable shipments have been made. Window glass is not so plentiful in the double diamond and heavier sizes.

The following are the present quotations: Single diamond and double diamond, 15 per cent. discount from the list, while the cut lights are quoted at 40 per cent. discount.

Putty Shipments Are Fairly Heavy

Toronto.

PUTTY—A fair amount of business is being handled on putty. It is also the belief that many are gradually getting in their stores for the fall business. A very good future seems to be in store for the putty business this season and many are wondering whether they will be able to secure sufficient supplies to cover the demand which is expected to be very heavy during the fall months.

The shortage of whiting continues to materially affect the manufacturer of putty and manufacturers state they have great difficulty in securing sufficient supplies of the proper grades.

Further Decline of 5c on Turpentine Price

Toronto.

TURPENTINE.—New lower quotations have again been made on turpentine prices. This quotation is fairly steady and the consensus of opinion seems to be for steady prices for some time to come, which may not vary to any great extent from to-day's prices, it is stated. The following are the new lower prices:

Turpentine—	Per Imp. Gal
1 barrel lots	2 60
2 to 4 barrel lots	2 59
5 gal. lots	2 90

Linseed Oil Price Declines 10c Per Gal.

Toronto.

LINSEED OIL.—Further reductions have again been made on the price of linsed oil, the decline amounting to 10 cents per gallon. This is said to be due to the recent declines which have recently been made on Western flax, in view of the splendid showing the new flax is making generally throughout the West.

Linseed Oil—		
1 to 2 barrels, gal.	2 17	....
3 to 5 barrels, gal.	2 16	....
10 barrels and over, gal.	2 14	....
		Boiled
1 to 2 barrels, gal.	2 20	....
3 to 5 barrels, gal.	2 19	....
10 barrels and over, gal.	2 17	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Montreal Varnish Maker Passes

Montreal.—Brodie Jamieson, for the past forty years a resident of Montreal, and connected with the firm of R. C. Jamieson & Company, Limited, passed away at his home on Madison avenue, on Saturday last. The late Mr. Jamieson's death was unexpected. He collapsed in his room about 8 o'clock, having suffered from heart trouble.

Mr. Jamieson was a native of Glengarry County, Ontario, where he was born seventy-five years ago. For the past forty years he had been a resident of Montreal and for thirty years had been connected with the varnish department of R. C. Jamieson & Company. Besides his wife, who was formerly Miss Ella Bell, of New York, he leaves two sons, Thomas Bell Jamieson and Brodie Jamieson, Jr., both of Montreal, and Mrs. James W. Jamieson and Mrs. Thomas Parsons, also of Montreal. The late Mr. Jamieson was a member of the American Presbyterian Church.

English Plan for Continuous Building Operations

One of the features in a home building experiment in Manchester, England, as given in the last Monthly Labor Review, is the provision made for full week or all-weather employment by having one staff for both inside and outside work. In fine weather all the workers are concentrated on outside jobs and in wet weather they are shifted to the inside. This method will result in having many houses at different stages of completion at one time and calls for a corresponding large working capital, but Manchester stands ready to meet this difficulty.

The municipality is to provide the funds for erecting 1,000 houses in one of its suburbs while the building guild is to furnish not only the manual labor but also the technical and administrative workers. The city is to pay the labor cost and 10 per cent. additional and is to receive houses when they are built. The extra 10 per cent. is to cover losses, transportation cost, etc., and the city council is to buy the building material.

Some of

RAMSAY'S

Big Sellers

"Save the surface and you save all"—Paint & Varnish

It will pay you to get better acquainted with Ramsay's various lines of paints and varnishes. They are all big sellers. Ramsay's will enable you to put your paint sales over in a big way. May we tell you all about "The Right Paint to Paint Right"?

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes Since 1842

Toronto **MONTREAL** **Vancouver**

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EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W., Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

If interested, tear out this page and keep with letters to be answered.

Transportation Outlook Uncertain

Coal and Fuel Scarce—Raw Materials Also Held Up on Account of Transportation Difficulties—Freight Cars Are Scarce.

THE great shortage of coal and fuel, which has been greatly hampering production in many industries as well as the scarcity of supplies, are in a large way attributed to transportation difficulties. The American metal market has the following to say regarding the transportation outlook:

To the bald question how transportation conditions are affecting the iron and steel industry have changed during the past week to date, many observers will answer that they have grown somewhat worse, while a few will say there is on an average no appreciable change, while very few will say there is any definite improvement.

As to what the present outlook is, the opinions show on an average a considerably more favorable complexion. Some observers remark that the transportation situation is rapidly growing no better, meaning that it looks like a good time to give up hopes of important improvement recently entertained, but others put much faith in the coal car preference order effective at the beginning of last week. At the outset this created some disturbance, decreasing car supplies to many steel mills, but that is now past and the coal mines are at any rate getting more cars. A better movement of coal would of course greatly benefit the iron and steel industry as a whole, giving it more by-product coke as well as more coal for steel mill use, and that would be an advantage even if the steel mills could not ship any more of their produc

An increase in lake coal shipments will result in more iron ore coming with the back haul.

There is some question as to what will occur with cars that have been used in the coal service but are not drop bottom. The order as to coal cars means drop bottom cars, for nowadays a "coal car" is nothing else, and the cars not drop bottom but of late used for coal may get into other channels and find their way to steel mills and blast furnaces.

One guess made to-day is that the Railroad Labor Board will announce its awards in between two and three weeks from to-day, and everyone believes that the official announcement will at once effect an improvement in railroad performance. In the iron and steel trade there has been all along a great deal of sympathy with the railroad workers, though not of course with the outlaw strikers. The iron and steel industry pays good wages and feels that railroad wages ought to be in keeping. It wants good railroad service, is willing to pay for it, and feels that to get good service wages should ge paid proportionate to those paid in the industries.

If Present Crop Harvested West Will Prosper

Wonderful Growth in Store if Grain Crop Now in Prospect is Harvested—Reports from All Sources Optimistic, Says Montreal Paint Man.

"IF ONLY the crop can be harvested and stored in the elevators, then the West will be very prosperous this fall, and in fact it will be a fine thing for the whole of Canada," said Arthur W. Brown, manager of A. Ramsay and Son Company, Montreal, to Hardware and Metal, after returning from an extended tour of the Western provinces. While in the West Mr. Brown had an opportunity of seeing the growing crops, and stated that they are most encouraging as well as the reports that he secured from many different sources.

"I have travelled to and from the West for the past thirty years," said Mr. Brown. In all that period I have never seen conditions better or more promising, and the people eevrywhere, almost without exception, are very hopeful and optimistic. If they can harvest this crop it is going to be a wonderful thing for business."

Winnipeg business men sound a cheerful and optimistic note. All of them are getting a large volume of business and conditions there are very satisfactory. From the standpoint of building activity Mr. Brown states that quite an amount of money is being expended

"There is a crying need for accommodation out there, too, and some big blocks are being erected. In Edmonton one large wholesale hardware house is duplicating a very large warehouse which they now occupy, and in other cities there is considerable building activity.

"In the Prairie Provinces the outlook is good, and Calgary and Edmonton are busy cities. Recent reports from our Alberta representatives state that the outlook is greatly improved in Southern Alberta as a result of recent rains. And British Columbia is very prosperous at the present time. Her fruit, lumbering and fishing industries are all in normal state of development, and there is good business everywhere. Shibuilding, too, is in a prosperous state at present.

Little Unrest

"While there has been some talk of the possibility of prices being lowered, there seems to be little or no justification for this," continued Mr. Brown. "I discussed this matter with a number of buyers from leading wholesale houses who had recently returned from Europe, where they had made extensive purchases. These goods were bought at high prices and there seemed to be no indication of prices coming down there. Delivery of these goods will not be made for some time—not for eight or nine months in some cases. The general expression is that there will be little or no readjustment of prices for a considerable time to come.

"As far as we are concerned we find that nearly all raw materials are costing us more than previous purchases, and there is nothing to indicate that prices will be reduced."

As to the amount of business being transacted for paint and paint materials, Mr. Brown states that there is a continued activity. Even though there has not been an excessive amount of building, all in all, the sales of paint right through the country have been heavy and very encouraging. In discussing this condition with various dealers in the West, Mr. Brown stated that there was, on every hand, the most satisfactory evidence that a big volume of business was being transacted.

Cutlery from Abroad to Be Scarce and High

Montreal.—In discussing the prospects for various lines of cutlery with C. Shipman, representative of William Hutton & Sons, Limited, Sheffield, Birmingham and London, Hardware and Metal was informed that the outlook is still for short supplies and high prices.

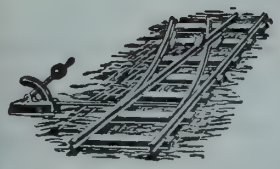
"The prospects are poor, with regard to any improvement in the situation for some time," said Mr. Shipman. "We are booked up at the present time at home, and for export purposes 12 months ahead. The Canadian market is being treated preferentially, however, and some lines are being exported to Canada more freely than to other countries. Stainless cutlery supply is hopeless and this is booked up for twelve months ahead.

In referring to the availability of pocket and pen knives, Mr. Shipman said that these are still very scarce. The supplies have been used up right along and the manufacturers have been unable to more than undertake the execution of part of orders.

As to the price tendencies, Mr. Shipman said that as costs were still approximately 125 per cent. higher than in pre-war period, there was little probability of any lower prices being available. There is a big demand for these lines from all parts of the world, and prices will continue high and supplies scarce, in the estimation of Mr. Shipman.

G R

MINISTRY OF MUNITIONS



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Machine Tools

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Electrical Instruments and Machinery

Medical Stores

Chemical and Explosives

Motor Vehicles

Agricultural Machinery

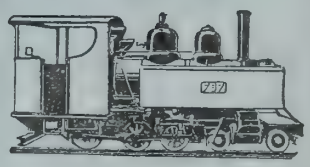
Aircraft

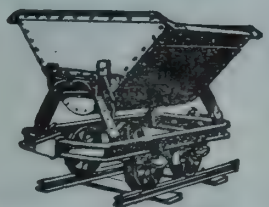
Furniture

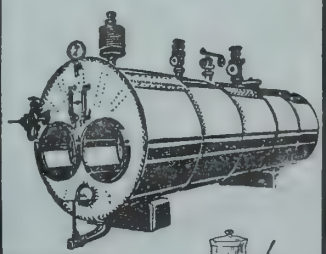
Textiles and Clothing

Boots and Leather Equipment

Motor Boats, etc., etc.

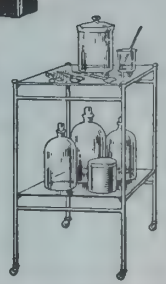






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



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CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	17 60
No. 3, doz...........	19 80
No. 4, doz...........	21 56
No. 5, doz...........	23 76
No. 6, doz...........	26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe	$2 75
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 [illegible]
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3, HEADS, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.
Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

CHAIRS Dozen

Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER Gross

Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS Per Doz.

Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $0 98

CLOTHES LINE REELS Doz. net

No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz.

No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER Mont. Toronto

	Base	Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 44
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

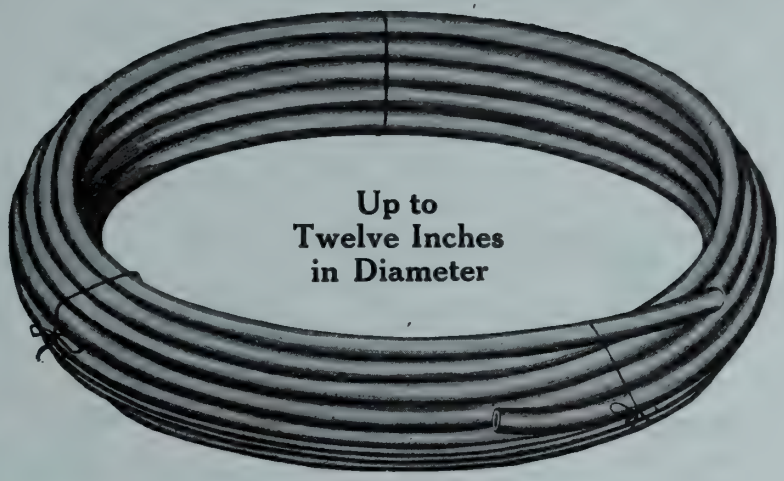
⅛.........	$0.45	19/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

WE MAKE LEAD PIPE

LEAD TRAPS

LEAD BENDS

SHEET LEAD



Up to Twelve Inches in Diameter

IMPERIAL SOLDERING PASTE

WIRE SOLDER

BAR SOLDER

THE FAMOUS

HARRIS HEAVY PRESSURE

And All Grades of Babbitt Metals

WE CAN QUOTE INTERESTING PRICES

THE CANADA METAL CO., LIMITED

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

Sno-Wite

Enamelled Fixtures

C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.

CHICAGO, U.S.A.

Ask Your Jobber

CANADA CYCLE & MOTOR CO. LIMITED C·C·M WESTON-MONTREAL-WINNIPEG-VANCOUVER

The Trade Mark that Is Backed by

Reputation and Goodwill

THE most successful dealer in bicycles this year is going to be the one who lets the people know he handles the C.C.M. line of high-grade bicycles in his district.

Years of consistent quality in manufacture have caused the public to appreciate

C·C·M·Bicycles

MASSEY — CLEVELAND — COLUMBIA — RED BIRD
PERFECT — GENDRON — IVANHOE

90% Made in Canada—100% Value

Carry a stock that will let you close up business without delay. Mail your order in now.

Canada Cycle & Motor Co., Limited

Montreal, Toronto, WESTON, ONT., Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank.. 27½%
Straight Shank 27½%
Straight Shank, wire 27½%
Taper Shank 27½%

DUSTERS, HAND
O-Cedar $9 00
Discount 30%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer........ 50
Nov. 1, 1899. %
Kearney Foot, Arcade.... 50
J. Barton Smith, Eagle..... 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 27½
Black Diamond 27½
Delta Files 20
Firth Files 50
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	60%	50%
4½ in. and larger	50%	40%

4 in. and under, running thread, 20%.
Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.
Under 40 lbs. 5 50
Bi-Treadle, each 9 75
Cycle BB 9 40
40 to 200 lbs. 5 00
12 in. x 2 in., each 1 00

GRIND STONE FIXTURES Doz.
No. 22 .... $ 9.00
No. 33 .... 10 70
No. 2½ 11 15
No. 3 .... 11 70
F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russet, rope tie, 1 in. 13 80
Black, rope tie, 1 in. 14 00
Black, rope tie, 1¼ in. 16 80
No tie, 1 in. 21 60
No tie, 1¼ in. 24 60

HALTERS, ROPE Doz.
Sisal, 7-16 in. $25 00
Do., 9-16 in. 38 00
Jute, 7-16 in. 25 00
Do., 9-16 in. 38 00

HAMMERS, SLEDGE
Can, 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to 2 lbs. ....
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR List
Atlas, No. 0 .... $13 35
Atlas, No. 1 .... 13 80
Atlas, No. 2 .... 15 85
Stearns, 4 in. 9 80
Stearns, 5 in. 13 25
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 15 00
America 18 00
Great West 30 00

HEATERS, ELECTRIC
Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto
Corrugated, ½ in., 100 ft....$23 00
Corrugated, ⅝ in., 100 ft.... 26 00
Corrugated, ¾ in. 29 00
Less 5% for full reels. 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)
Mrs. Potts, No. 55, polished, per set $2 20
Mrs. Potts, No. 50, nickel-plated, set 2 30
Mrs. Potts, handles, japanned, doz. 2 10
Common, plain, 3, 4 and 5 lbs. 15.60
Common, plated, 4-5 lbs. 17.50
Common plated, 6 lbs. and up .....
Plain, 6 lbs. up 12.40
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY
Spear Point $16 50
Lightning 15 00
Heath's 15 00

LADDERS, Etc.

Step Ladders Per ft.
Standard 0 40
Household 0 30
Faultless, 4 to 8 ft. only.... 0 40
Shelf Lock, 4 to 8 ft. only.. 0 30

Single and Fruit Picking
10 ft. to 16 ft. 0 28
18 ft. to 20 ft. 0 29
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short Globe, plain........ $15 00
Do., Japd. 15 00
Long Globe, plain 15 00
Do., Japd. 15 00
Dash, plain 18 75
Do., Japd. 19 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen
Cold blast, short 1 20
Cold blast 1 00 1 10
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.
Cold blast, genuine ruby 5 50
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.
Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb, No. 4......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List each
Canadian $12 50
Dowswell 12 75
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
Momentum .... 20 2[illegible]
New Century, style A 19 75
New Century, style B 21 00
New Century Electric...... 155 00
Playtime, engine drive 27 00
Ideal Power 28 00
Seafoam, electric, style A ... 120 00
Seafoam, engine drive [illegible] 00
Sunshine 10 25
Popular, No. 2 .... 12 50
Economic ....
Popular, No. 1 .... 13 00
Champion 20 25
Blue Bell, without stand .. 18 00
Red Star 21 50
Time Saver, electric 114 00
Puritan Water Motor Washer, complete 30 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 116 50
Rotary water motor washer.. 29 00
Connor ball-bearing, with rack 21 00
Perfection, engine drive..... 65 00
Perfection, electric 124 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 26 00
Patriot 23 00
Jubilee 11 25
Canada First 23 00
Less 20%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.
Tinsmiths, 2½ x 5½ in...... $2.40
Carpenters', No. 3 .... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS
Cutter, doz. $14.25
Pick, doz. 14.25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS Doz. Net
Liquid Veneer $16 00
O-Cedar, less handle 12 60
Do., with handle 14 70
S. W. Mops, complete....... 6 00
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 85 3 85
Crank wringing 8 25- 9 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN
Adanac 35%
Woodyatt 25%
Empress 25%
Mayflower 25%
Star, Ontario, Daisy 25%
Each. Net
Brockville K ....Plus 10%
Brockville C .... Net
Brockville BB .... Net
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912
Advance over base on common wire nails in kegs.

1 inch	$1	2¾ inch	15c
1⅛ inch	1	3 inch	10c
1¼ inch	65c	3¼ inch	10c
1½ inch	40c	3½ inch	10c
1¾ inch	40c	4 inch	5c
2 inch	30c	4½ inch	5c
2¼ inch	30c	5-inch base.	
2½ inch	15c	5½-inch base.	
		6-inch base.	

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.25.
F.o.b. Montreal, $6.40 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...
Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT
Montreal, $6.35; London, $7.50 base; Toronto, $7.50.
Roofing Nails — American, large head, keg, $10.75; 25-lb. boxes, per 100 lbs., $11.75.
F.o.b. Montreal, Toronto, Hamilton.

Livingston

Because

Livingston Brand

"THE KIND YOUR GRANDFATHER USED"

Oil Cake Meal is first in Quality

Livingston Brand

"THE KIND YOUR GRANDFATHER USED"

Linseed Oil is also first

THE BLUE BARREL
is the Outward Mark of Inward Quality.

The more mucilaginous matter is squeezed out of the meal the more there is in the oil. This matter, the substance which enhances the quality of the oil cake, is detrimental to the oil and absolutely harmful to paint.

Livingston Brand Linseed Oil contains little or no mucilaginous matter. It is left in the meal. That's why both Livingston products stand ace high in their respective fields. That's why you should insist on the jobber and manufacturer supplying and using the old reliable Baden oil.

Sold everywhere by leading jobbers and paint manufacturers

Dominion Linseed Oil Co., Limited

BADEN TORONTO MONTREAL WINNIPEG

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb.box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	.....
U.S. Navy (spun)	22 00
U.S. Navy (unspun)	20 80
Plumbers' (spun)	10 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 27½
Palacine, gal.	0 30½
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 27½
Black oil (winter)	0 28
Imperial Kerosene tractor	1 35
Capital, cylinder	0 88½
Machine oil, regular grades	0 54½
Imperial gas engine oil...	0 59
Paraffine	0 38

List, less 15% on above.

Polarine Oil, list	1 35
Polarine Oil, heavy, list..	1 35
Polarine A, list	1 35
Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B.	1 85
Gargoyle Mobiloil BB	1 80
Gargoyle Mobiloil A.	1 60

List, less 25% on above.

Fuel oil, bbls., net	0 20
Fuel oil, tank cars, net....	0 18

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor....	$1 65	
Dry Fibre, No. 2, Anchor....	1 25	
Tarred Fibre, Anchor, No. 1.	1 75	
Tarred Fibre, Anchor, No. 2.	1 40	
Surprise Fibre	1 30	
"Stag" Sheathing	1 10	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 70	
Cyclone (dry)	1 65	
Cyclone (tarred)	1 75	
Joliette (sheathing)	1 25	
Joliette (tarred)	1 40	
Monarch Sheathing (per 100 lbs.), white....	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.		9 00
Straw, sheathing, heavy, dry, cwt.		7 75
Do., tarred, per cwt.		7 75

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

	Montreal	Toronto
Clay—		
5 to 6 lbs., doz....	12 50	11 90
6 to 7 lbs., doz....	13 50	13 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 01
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 15% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings...	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. M ntreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	13 25	....
Ordinary, 52 sheets..	$13 00	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets.	....	27 00
IX 20x28 112 sheets.	....	30 00
IXX 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

No.	Each
70	$6 75
80	6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 75	2 75
Everlastic, 3 ply	3 20	3 20
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 60	2 55
Panamoid, 3 ply	3 05	2 95
Red Star, 2 ply	2 13	2 18
Red Star, 3 ply	2 55	2 60
Liquid roofing coating, per gal., in bbls...	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	9 25	9 25
Coal Tar (crude)	8 00	8 00

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	67
Halyards	50
Hemp, deep sea line basis ..	50
Hemp, tarred ratline basis ..	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
176—5 ft., Linen Pocket....	7 30
165—5 ft., Cotton Pocket....	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star standpaper 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	18 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 60

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamiltor.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

MADE IN CANADA

SIMMS

BETTER BRUSHES AND BETTER BROOMS

You should handle this line not only because it is "Made in Canada," but because it is absolutely the BEST line of brushes and brooms made **anywhere.**

SIMMS Brushes and Brooms are perfectly constructed, and beautifully finished.

A guarantee of quality goes with every piece bearing the SIMMS name.

Stock up on the famous SIMMS line of

Paint Brushes
Lather Brushes
Scrubbing Brushes
Shoe Brushes
Stove Brushes
Brooms
Whisk Brooms

Every one a profitable sale and a sure repeater. For particulars write our nearest branch.

T. S. SIMMS & CO.
LIMITED
Makers of Better Brushes and Brooms for 54 years
Head Office: St. John, N.B.
MONTREAL TORONTO
LONDON

Beatty Bros. Limited

Bulletin

Only the Best of the Hide is Used

J. A. MILLER

Mr. J. A. Miller works under the direction of Winnipeg branch and calls on the Hardware Trade. Stands six feet two and built in proportion. Threw up a Lieutenant's Commission to go overseas. A road man of considerable experience and an excellent musical entertainer.

No skirts or roundings are used in making BT Pump Leathers.

Only 46% of the whole hide is used by us for this purpose.

In order to be sure of the right leather of the right thickness, we contract for 2,000 hides a year.

Special tanning is given and hard oil of the right quality and to the proper amount is worked into the hides to make them stand up against the water.

BT Leathers are packed in square cartons, which will not roll around on the shelves, with the size and kind clearly marked on the ends.

If you have not handled BT Leathers, give them a trial. They will make lasting friends of your pump customers.

Beatty Bros., Limited

St. John, N.B. Fergus, Ont., Winnipeg Vancouver
Montreal London Edmonton London, Eng

If interested, tear out this page and keep with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.
00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 50
20 gauge ...	.....	11 05
18 and 20 ga.	11 60	...

F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Kegs 7 75

STOVES
Oil Burning Cooking — List each
Perfection No. 32, 2-burner..$25 50
Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters — List
No. 525, each .... $[illegible] 50
No. 530, each 10 50
No. 630, each 13 50
Hot Blast ....Plus 10%
Discount 30% off list.

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount
Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings ....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 35
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Ppright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in......	$6 90	15 in......	$12 50
10 in......	7 70	18 in......	16 00
12 in......	9 10	add 15% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 50
Jump, No. 1 .... 8 70

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Hawley & Norton, No. 1.... 5 [illegible]
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $1 04
Cones, 3-ply, lb. 1 00
Do., 4-ply, lb. ....

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks. Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves
Gate Valves ....Net list
Regrinding Valves ......Plus 7½%
Swing Check Valves .....Plus 15%
Compodisk Valves ....Plus 7½%

WARES ETC.
Britannic, advance 55%.
Scotch Grey Ware, 45%.
Colonial, 15%.
Imperial Ware, 15%.
Pearl, 15%.
Premier, list, plus 17½%.
Canada Ware, list, plus 17½%.
Crescent, 45%.
Diamond, plus 17½%.
White Ware, 35%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 40%.
Stamped Ware, retinned, 33 1-3%.
Copper Bottoms, plus 35%.
Tinners' Trimmings, plain, 40%.
Tinners' Trimmings, retinned, 33 1-3%.
Tinners' Trimmings, general, list plus 33 1-3%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 75%.
Cream Cans, list, plus 40%.
Railroad Cans, list, plus 33 1-3%.
Sheet Iron Ware, list, plus 45%.
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 80%.
Fry Pans, Acme, 10%.
Fry Pans, Quick Meal, plus 25%.
Spiders, steel, plus 25%.
Fire Shovels, japanned, list, plus 45%.
Steel Sinks, galv'zed, list plus 35%.
Steel Sinks, painted, list plus 35%.
Light Galv. Pails and Tubs, list plus 45%.
Heavy Galv. Pails and Tubs, list plus 35%.
Hollow ware, add 30%.
Garbage Pails, list, plus 30%.
Jap. Coal Hods, list, plus 60%.
Galv. Coal Hods, list, plus 75%.
Paper Lined Boards, 20%.
Wood-lined Boards, 5%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 75%.
Stove Pipe Elbows, black and galv., list, plus 45%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon	Mont
Section, 1 lb., per 100 lbs..	$5 10	$5 60	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	5 10	4 90	6 00

WHEELBARROWS
Navvy, steel wheel, doz.....$81 00
Garden Steel, doz. 72 00
Light Garden, doz. 88 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 .
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 15
Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 .... $10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch $2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 25%
Canadian discount, 40%.

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E....... [illegible] 80
Favorite, No. 512 .... [illegible] 20
Royal Canadian, No. 151... 102 00
Favorite No. 514 .... [illegible] 50
Ottawa, No. 331E .... [illegible] 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 127 00
Bicycle 115 00
Safety 103 50
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.
Stove Pipe Thimbles, 40%

Another Use for Galvanized Sheets

The cut below features STANDARD GALVANIZED VEGETABLE SINK as made and sold for hotel and similar kitchen equipment by the McClary Manufacturing Co., London, Canada.

SPECIFICATION

BODY Sink is made of 14 ga. galvanized iron rivetted and soldered. Edge around the top one inch wide and turned down one-half inch. Fitted with 1¼" brass waste connection, standing overflow, and fitted with removable strainer.

FRAME Legs are of 1½" x 1½" x ⅛" angle iron securely rivetted to corners of sink extending up to and below turned down edge on top of sink. Rivets are soldered on inside of sink. (Finished in Black Japan.)

DRAIN BOARDS (extra) Made of 18 ga. galvanized iron with ¾" standing rim on three sides. Corners are rounded. Drain Boards are turned down into sink one inch and bolted securely, supported by angle frame 1" x 1" x ⅛" under the drain board braced to sink legs with angle of same dimensions.

SPLASH BACK (extra) Made as integral part of the sink, carried up 12" higher than sink, of 14 ga. galvanized iron. Splash backs can be carried over drain board, if desired.

The winning list showing products made of Galvanized Sheets did not have this item, although it contained two hundred other items and will be published in next week's space in Hardware and Metal. New uses are being developed every day.

DOMINION SHEET METAL CORPORATION, LIMITED

HAMILTON, CANADA

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-30
Golden ocre, 100-lb. kegs	..-09
White ocre, 100-lb. kegs	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	6 90
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	..-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

Zinc coated, ½ and ¼ lb. packages, 22c lb.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 34½
10s	0 35
5s	0 36
1s	0 39½
½s	0 43½

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIQUID, BRONZING

Bronzing liquid, No. 1 | $1.55-$2.15
Banana oil, gal | 4.50- 7.00
F.o.b. Montreal, Toronto

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—

	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—

Crates 2 doz., 8 oz.	$2 35	$1 95
Crates 12 doz., 8 oz.	2 10	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs.	$12 00
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	$8 25	$9 50
Coal Tar, crude	7 00	8 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 00
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 [illegible]
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 [illegible]
Kyanize Cabinet Rubbing	3 [illegible]
Kyanize Interior	3 [illegible]
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 [illegible]
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 [illegible]
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 68
Johnson's	0 68
Jamieson's liquid wax, gal.	3 50
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Gilders, bolted, in bbls. 3 00
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	4 00

F.o.b. Montreal Toronto London.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited
St. Catharines
Ontario

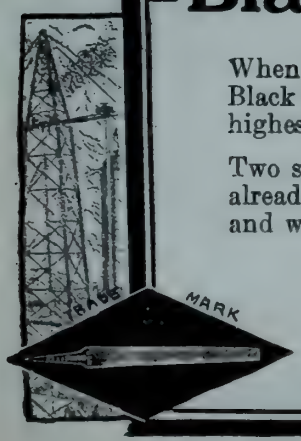
Window RED S Glass

Also Plate, Figured, Bent, and Ornamental Glass. *Stained, Wired, Mirror*

Order Early.

The Toronto Plate Glass Importing Co., Limited
Don Roadway Toronto

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works
G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$28 50	.....	.....
32 Short ...	28 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	...
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%: U.M.C., 37½% off Dominion List.
Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ¾-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.
Agricultural or No. 1 leather belting, 6½-10-10% off list.
Standard, 6½-10% off list. Extra 6½%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each $13 65

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	$5 25
20 oz.	6 75

CHAIN

Coil, 3-16 in., $19; ¼-in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25 per cent.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.
Hand, No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE

	Each
Stewart, No. 1	$13 12
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE

	Doz.
50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.
8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.
Conductor pipe, 2 in., per 100 ft $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen	Discount 20%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in	10%
Nipples 4" and under	70%

FRY PANS

	Each
Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in	$18 60	$24 15
26 to 40-in	20 30	24 75
41 to 50 in	21 85	25 00
51 to 60-in	22 85	28 75
61 to 70-in	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN

	Doz.
Cold Blast	$1 20
Short	1 20
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.
Corrugated Strap Hinges — 4 $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.
Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....
Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.
Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.
Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	Per 100 ft. 3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.
Mrs. Potts' No. 55, set $2 00
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.63 dozen. Mrs. Potts' improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	15 00

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 30c; 36 to 40, 33c.

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz.	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 38
New Century	15 00
Canadian	9 38

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 8 50	$ 9 00
Empress		11 00	11 50
Daisy		6 60	6 85
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.50 base; Winnipeg, $7.00. Cut, f.o.b. Winnipeg, $7.65.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 64
30 in.	8 93
36 in.	10 50

Stephens'

REGISTERED TRADE MARK

Shingle Stains

A Beautifying Surface Saver

Year after year Stephens Shingle Stain sales increase in volume—a sure sign of Stephens popularity with the paint buying public. Customers appreciate the surface-saving qualities of this efficient stain and express their satisfaction in repeat sales.

Stephens Shingle Stain is ideal whether the stain is applied by dipping or brushing.

The dealer finds his customers always satisfied.

Write for particulars of our business-building agency proposition.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 32
Gasoline	0 46
Black (summer)	0 33½
Black (winter)	0 34
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65

Discount 10%.

Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application

Discount 25%.

Wm. Penn Motor, medium	1 43
Do., heavy	1 48
French C, medium	0 85
French A, heavy	1 10
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 05
Volunteer, reg. gas engine	0 60
Century castor machine	0 50
Melrose Harvester machine	0 65

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Buttweld,

Per 100 ft. Blk.	Steel Blk.	Galv.
⅛ in.	$ 6 17	$ 8 64
¼ in.	5 76	8 10
⅜ in.	5 90	8 24
½ in.	7 88	9 59
¾ in.	9 77	12 06
1 in.	14 40	17 82
1¼ in.	19 53	24 12
1½ in.	23 40	28 80
2 in.	31 50	38 84
2½ in.	50 94	63 00
3 in.	66 60	82 80
3½ in.	84 60	103 50
4 in.	99 90	122 40
4½ in.	116 10	144 00
5 in.	135 90	167 40
6 in.	176 40	217 80

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 85
No. 158, gal. 5" wheel	5 72

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in, ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth cr Lightning Blades, $17.75.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—

Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 85	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 35-5-2% discount.

Colonial Imperial, Pearl, 6-2% discount.

Premier, Canada, Diamond, plus 25%.

Whitewear, 25-5-2%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 20-10-7½-2½% discount.

Stamped Ware, retinned, 15-10-5-2% discount.

Pieced Tinware, ordinary, list, plu 75%.

Pieced Tinware, copper bottoms, list plus 95%.

Sheetiron Ware, list plus 57½%.

Light Galvanized Pails, plus 57½%.

Tubs—

Light, plus 57½%.

Heavy, 47½%.

Pails and Tubs, plus 57½%.

Jap. Coal Hods, list plus 72½%.

Galvanized Coal Hods, list plus 87½%.

WASHERS—

Size	Case lots	Less
3/16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5/16 in.	18 10	18 60
⅜ in.	16 75	17 25
7/16 in.	15 70	16 20
½ in.	15 10	15 60
9/16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$5 75
Solid	5 50

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U.S.	$ 5 70
General purpose	7 00
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls. $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 50
8 inch	....	1 69
10 inch	1 81	1 88
14 inch	2 50	2 68
18 inch	3 63	3 75
24 inch	5 25	5 44
36 inch	....	10 13

Always Ready	Black (Dozen)	N. P (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	74 85
Regent	62 40

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER—THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machine Oil (for general use.)
Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA

P. R. BRECKEN, Limited
Manufacturers' Agent
108 Sixth Avenue West
CALGARY ALBERTA

O-Rib-O Sanitary Closets

The ideal article for Summer Home or Camp. Clean and sanitary.

Domestic size, fitted as follows: Galvanized iron body; hardwood seat and cover; body and seat mahogany finished; galvanized iron bucket of 65 lbs. capacity; fitted with cover; 9-ft. black enamel vent pipe and elbow included. Weight, crated, about 30 lbs.

O-Rib-O Manufacturing Co.
WINNIPEG, MANITOBA

The Trade Mark behind the "Hardware House of Quality"

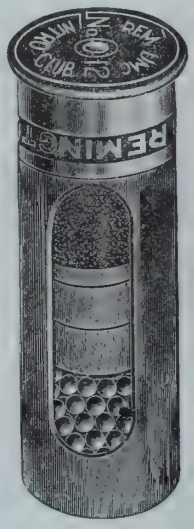
DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Here's the Way to Run Your Sales Up

There are good prospects for a remarkable hunting season this year. Is your sporting goods department in good shape with a complete stock of guns, rifles and ammunition?

Lay in a good stock of hunting supplies of well-known and old, reliable manufacturers. Ashdown can offer you the "pick" of such lines. Send to-day for Ashdown's Catalogue of Fall and Winter Sporting Goods.



Here are a few of the many lines: Nitro Club Shells, Remington — U.M.C. Shotguns and Rifles, Savage Guns and Rifles, Decoys, Shooting Jackets, Leggings, Gamebags, Waders, Handloading accessories for reloading shells, Camp equipment, etc.

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THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
H. W. Johns Manville Co., Toronto, Ont.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

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Adams & Elting Co., Toronto.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
Marquette Mfg. Co., Inc., The, St. Paul, Minn.
The Locktite Mfg Co., Windsor, Ont.
John Morrow Screw & Nut Co, Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc, Toronto.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co. Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co., Ltd., The, Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co, Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass, Sheets and Rods
A. C. Leslie & Co. Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

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THE BUYERS' GUIDE

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Scythes,, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
National Hardware Co., The, Orillia, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co., Hartford, Conn.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordenoation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

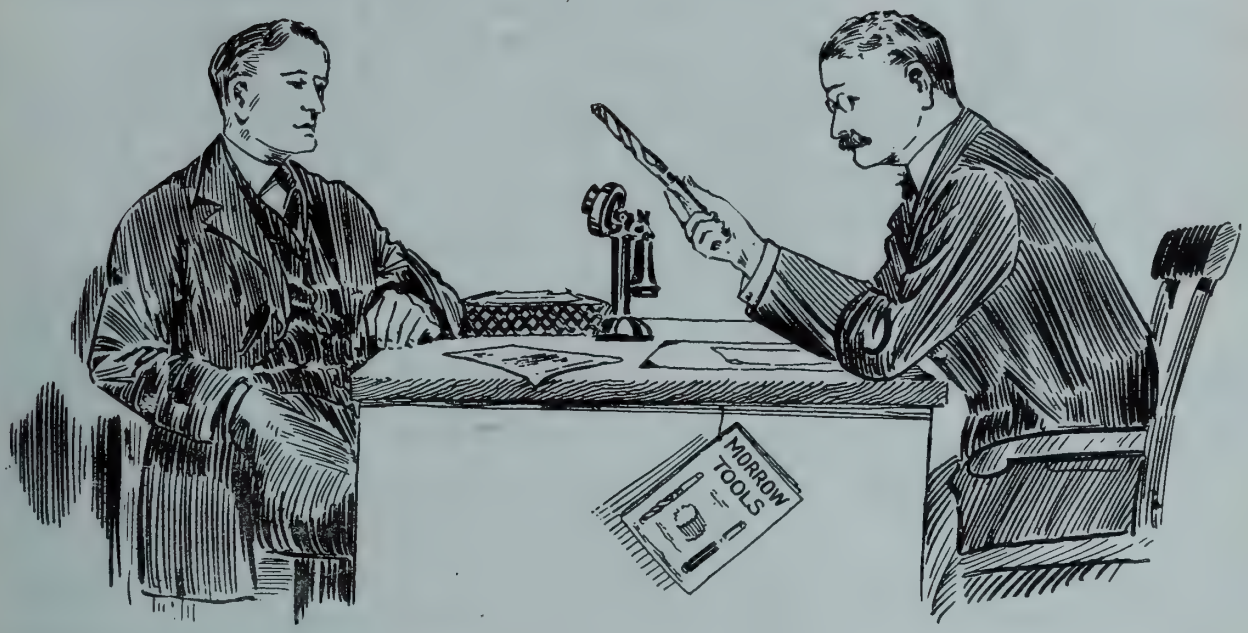
Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont



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THE BUYERS' GUIDE

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

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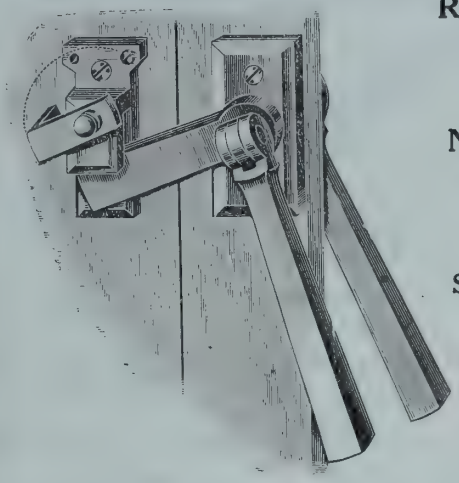

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THE BUYERS' GUIDE

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
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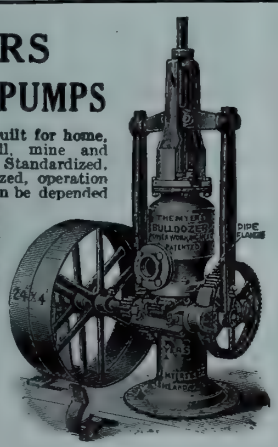

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THE BUYERS' GUIDE

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig & Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calendar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd. Brockville, Ont.

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THE BUYERS' GUIDE

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of Every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
E. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

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Jas. Oakey & Sons, Ltd., London, Eng.

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Northern Electric Co., Montreal.

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Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
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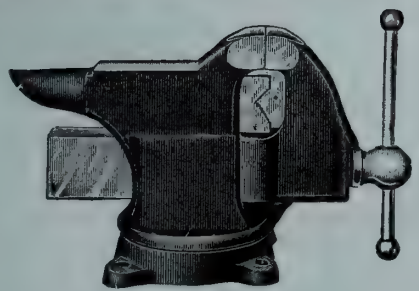

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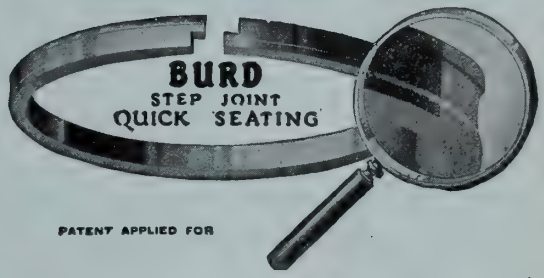

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Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
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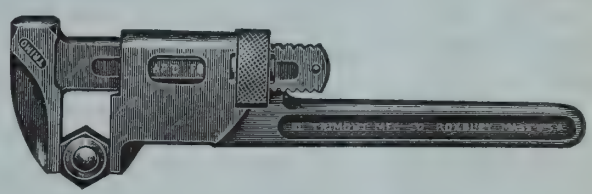

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Canadian Tube & Iron Co., Ltd., Montreal.
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

THE BUYERS' GUIDE

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus. Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
Americaan Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells, Ltd., St. Marys, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus. Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Hoyt Metal Co., Toronto.

Increasing Canadian Representation in World's Markets Indicated by Increased Exports

Increase of Approximately $23,000,000 in Value of Canadian Exports for 1920 Over 1919—Exports to British Empire Heads List with United States Next; France, Greece, Belgium, Italy Next in Order—Formation of British Empire Steel Corporation Will Be Big Factor in Canadian Export Trade.

WHILE conditions in the home market make it difficult to secure the required production to justify an extensive export trade, yet it is evident that during the past year Canadian manufacturers have been taking advantage of the opening up of the world's channels of trade to place Canadian products on an equal footing with those of other countries, and conditions in the future should even strengthen the showing which Canada's products can make.

New Steel Corporation Will Boom Export Trade

There have been several developments of the past year which have a bearing on the future development of Canada's export trade. Unquestionably the chief significance of the merger of the Dominion Steel Corporation, the Nova Scotia Steel & Coal Co., the Canada Steamships Lines Ltd., and the various other companies involved in the formation of the new British Empire Steel Corporation, rests in the possibilities that are unfolded for the building

up of an immense export trade in coal, pig iron and steel billets.

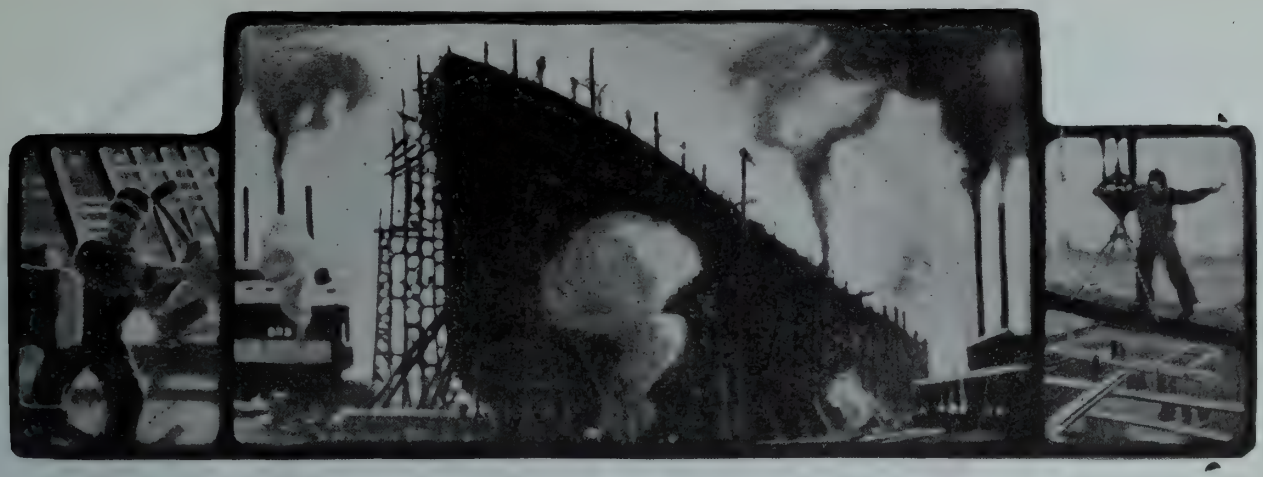
The known resources of the constituent companies in coal and iron ore and their close proximity to the seaboard, have all along been reckoned as advantages that would in time redound to their profit, but hitherto there have existed obstacles which have hindered their greatest possible development. Now, with the powerful combination of British and Canadian capital behind these industries, and the more efficient and economical operation which will be possible, their progress should be unhampered and continuous.

Nova Scotia Will See Great Development

The province of Nova Scotia, in which the principal constituent industries are located, is destined for great expansion as a result of the merger. Already a good start has been made, and the Atlantic seaboard province will feel the effects of the new development in increased population and greater all-round prosperity. For not only should existing industries expand, but a plentiful supply of fuel and raw materials should attract other industries as well.

Coal, Pig Iron and Steel Potentialities Equal Half the Value of Western Crop

Potentialities in the way of exports of coal, pig iron and steel are immense, and in some quarters have been estimated at half the value of the Western wheat crop. This will be practically new business for Canada, swelling the Dominion exports with amazing rapidity. But, in addition, the new Corporation will have the output of its shipyards, car shops and factories, which will be using the raw material of its steel works. So far as shipbuilding operations are concerned, there is every reason for prophesying great



developments. With plants at Halifax, Quebec, Kingston, Collingwood and Port Arthur, there will be a large capacity, which it is expected to operate to the full. Then, too, the inclusion of the Canada Steamships System takes care of one very important feature—the provision of water transportation.

Trade Figures Show Export Conditions

Indication of the increasing activity of Canadian manufacturers in going after export trade is found in the trade figures for the fiscal year ended May 31st, which have just recently been issued. Exports for the fiscal year ending May 31st, 1920, totalled $1,239,492,098 as compared with $1,216,443,806 in the same period ending May 1919, and $431,588,439 in 1914, prior to the war. It is evident from these figures that taking the war period out of consideration Canada has had a big increase in her export trade as compared with the pre-war period.

Lines Showing Increase

Lines showing increase in exports for 1920 as compared with 1919 include the following: tiles, brushes, coal, binder twine, flax, hemp and jute, gutta-percha other than for boots and shoes, agricultural implements, machinery, other iron and steel, oil cake, oils, rags and waste, automobiles, automobile parts.

Canada's export trade with the United Kingdom for the period ending May 31st, 1920, was $489,151,806. This was a slight falling off from the figure for 1919 but was quite an advance over the figure of $215,253,969 for 1914. Among the other colonies in the British Empire Newfoundland was the next largest importer of Canadian goods, our exports to that country totalling $16,175,443 for the 1920 period, being an increase of nearly five million dollars over 1919 and being four times the figure for 1914. Australia was the next largest importer of Canadian goods in the British Empire, the figure being $11,415,623 for 1920, being a little less than the 1919 period but nearly three times the exports for 1914. Other colonies in order are as follows:—British West Indies, $10,869,263; British South Africa, $8,649,756; New Zealand, $6,987,008. Including other parts the total exports to other parts of the British Empire totalled $561,787,159 as compared with $233,642,517 in 1914.

United States First Among Foreign Countries

Among foreign countries the United States stands first. Our exports to that country for the period ending May 31st, 1920, totalled $464,029,014 as compared with $454,873,170 for 1919 and $163,372,825 for 1914.

France stands next, our exports to that country totalling $61,106,938 for 1920 as compared with $3,632,444 for 1914. There was a slight falling off from exports for 1919. Greece was next with $29,588,984. Belgium next with $28,463,855. Italy with $16,961,312; Roumania, $12,953,605; Japan, $7,732,514; China, $6,659,802; Cuba, $6,329,783; Argentine Republic, $6,126,457; Netherlands, $5,653,218; Norway, $4,798,299; Denmark, $2,938,026; Brazil $2,703,488; Dutch East Indies $1,492,775; Russia, $1,492,041; Porto Rico, $1,489,667; Switzerland, $1,484,416; Spain, $1,096,053; Chile, $896,960; Uruguay, $689,538; Germany, $610,528; Mexico, $410,825; Venezuela, $404,007; Peru, $273,967; San Domingo, $169,186; Hawaii, $163,970; Columbia, $101,578; Austria-Hungary, $33,168.

PINK'S

LUMBERING TOOLS

are used by lumbermen from the Atlantic to the Pacific. Also in Australia, New Zealand and Straits Settlements.

They are sold throughout Canada by all wholesale and retail merchants.

We solicit Export Business.

CATALOG AND PRICE LIST ON REQUEST.

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Manufacturers of Lumber Tools

Pembroke, Ontario, Canada

NORWESCO
Products
For every need

Leather Top & Upholstery Dressing.
Mohair Dressing & Lining Dye.
Utility Black, retouching enamel.
Valve Grinding Compound.
Skalex, the radiator cleaner.
Neatsfoot Clutch and Brake Compound.
Rim and Gasket Shellac.
Carbonox, the carbon remover.
Never Burn, engine enamel.
Iron Cement.
Color Varnishes.
Rim Graphite Coating.

-- ALL --
GUARANTEED

On the Other Side of the Counter

Assume, for a moment, that you are a motorist—on the customer's side of the counter. You ask for a good radiator repairer. The dealer shows you one brand at $1.25 per can and another—at 75 cents. Which would **you** buy—the inexpensive brand being **guaranteed** to do as much and as good work as the larger and higher priced can? Why, you'd just naturally hand the dealer 75 cents, of course!

That's the SE-MENT-OL argument exactly! That's why thousands of dealers who used to carry several brands of radiator preparations now concentrate on the 75 cent can of

SE·MENT·OL
(LIQUID AND POWDER)

the **original,** self-acting radiator repairer.

One 75 cent can of SE-MENT-OL is enough for even the largest cooling system. This means a quicker turnover—more profit, with a smaller investment—and you give the motorist the best value for his money.

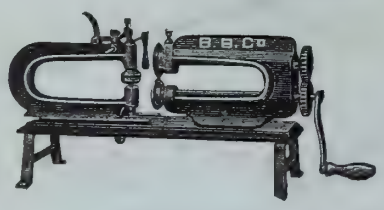
SE-MENT-OL is **guaranteed** to repair quickly and **permanently** cooling system leaks. SE-MENT-OL Liquid kept in the radiator will keep the cooling system leak-proof for the life of the car.

Better get acquainted with NORWESCO products —they are the best-selling chemical goods on the market.

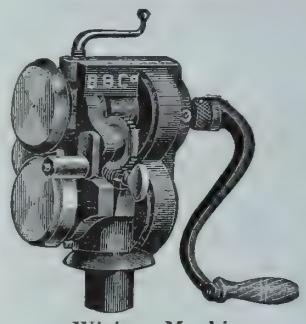
Write today for dealer's proposition and discounts

The Northwestern Chemical Co.
2107 State St., Marietta, Ohio
Canadian Factory: Montreal

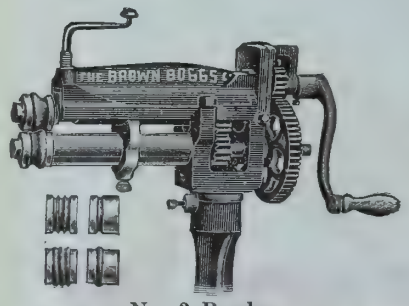
If interested tear out this page and place with letters to be answered.



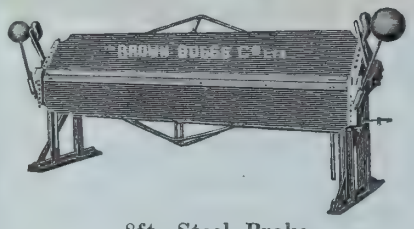
Circular Shear



Wiring Machine



No. 3 Beader



8ft. Steel Brake

Foot Squaring Shear

B B Co Ltd.

It Will Pay You to Import Canadian Made Tools

Hardware dealers and sheet metal workers in foreign countries will experience good results if they equip their shops with these efficient tools — the standard choice of Canadians.

B. B. Tools will appeal to those customers who show a personal preference for unexcelled quality, as every machine manufactured by us carries an absolute guarantee of material and workmanship.

Only by installing up-to-the-minute tools can you hope to get the maximum production that is so necessary under present high labor costs. Our line comprises all kinds of light and heavy Sheet Metal Working Tools, including Power Presses, Shears, Brakes, Bending Rolls, etc.

Write for Catalogue.

The Brown-Boggs Co., Limited, Hamilton, Canada

Tinsmiths' Tools, Sheet Metal Working Machinery, Dies, Canning Machinery, etc.

Western Representatives: Messrs. Bissett & Webb, Limited, Winnipeg and Edmonton

If interested, tear out this page and keep with letters to be answered.

BURLINGTON STEEL FENCE POSTS

Make Strong—Permanent—Economical—Fireproof Fences

Special Advantages

Durable
Fireproof
Convenient
Economical
Will not rot
Rust resisting
Will not break
Drive easily
Last a generation
Posts grounded—
Helps prevent loss from lightning

Our experience in manufacturing special steel bars for reinforcements has been of untold value in the making of steel fence posts.

These posts are made of the same high quality of steel as used for concrete reinforcement and for other purposes where strength and rigidity are absolutely necessary.

The Special "U" Shape

The "U" shape is exclusive with our posts. It allows the post to be driven easily and straight. It makes it anchor firmly and prevents sagging or bending. No sharp points—no special devices needed to hold it in the ground. Can be set in place in a fraction of the time required to set wooden posts.

The Clip Fastener

fastens the clips quicker than staples can be driven. Clips hold the fence tight. It cannot slip.

Export Orders

Burlington Steel Fence Posts are now being used extensively in foreign countries. We can make immediate shipment from stock.

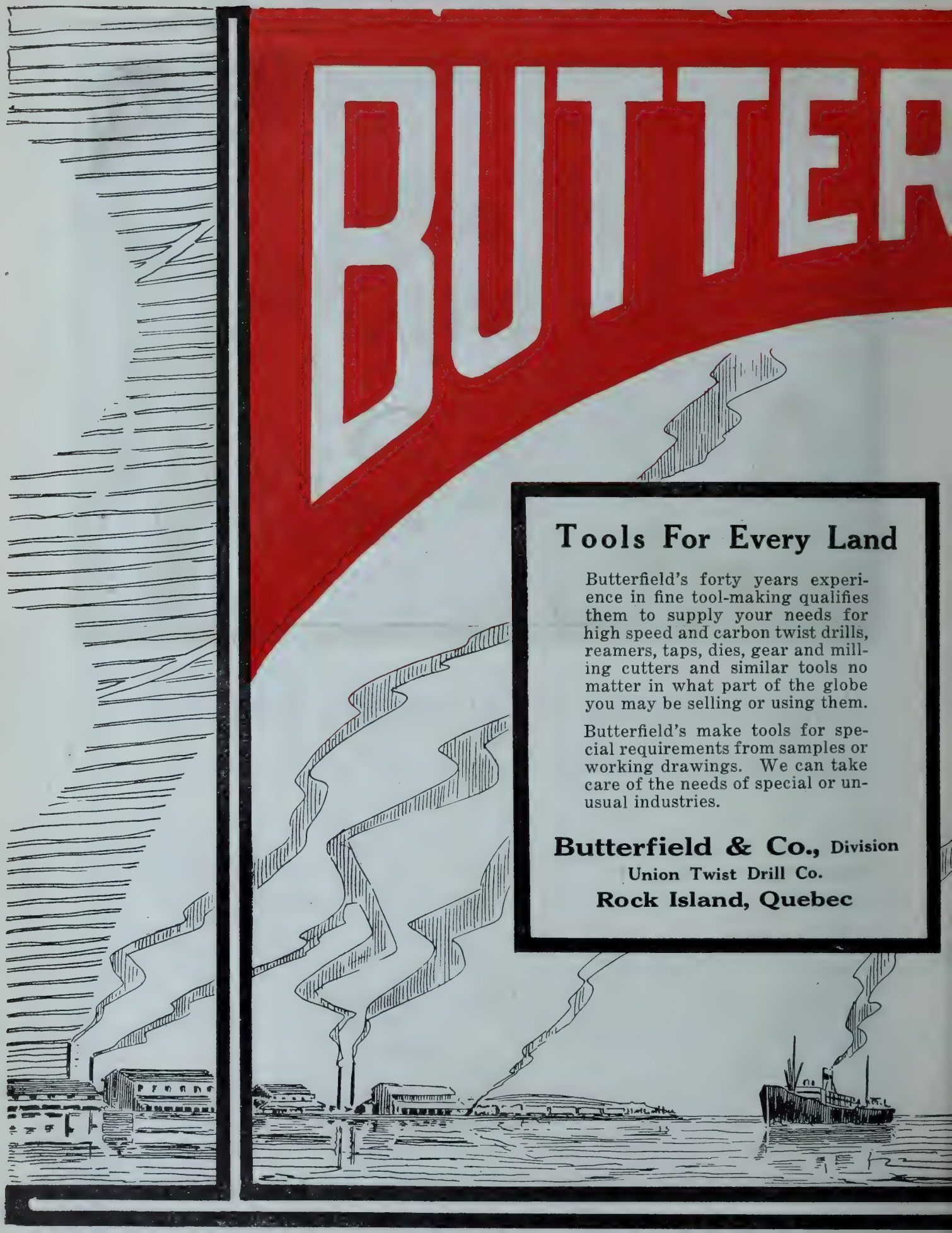
Write for book on these posts, sample sections and prices. Your enquiry will receive prompt attention.

Fence Posts

BURLINGTON STEEL PRODUCTS, LIMITED

325 Sherman Avenue North
HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.



Tools For Every Land

Butterfield's forty years experience in fine tool-making qualifies them to supply your needs for high speed and carbon twist drills, reamers, taps, dies, gear and milling cutters and similar tools no matter in what part of the globe you may be selling or using them.

Butterfield's make tools for special requirements from samples or working drawings. We can take care of the needs of special or unusual industries.

Butterfield & Co., Division
Union Twist Drill Co.
Rock Island, Quebec

If interested, tear out this page and keep with letters to be answered.

If interested, tear out this page and keep with letters to be answered.

Six Good Customers

JUST to remind you of six of your good customers for Carborundum Sharpening Stones, Valve Grinding Compound, Kitchen Knife Sharpeners, Scythe Stones, Aloxite Cloth and Niagara Grinders.

If you wish to reach them with attractive circulars or stimulate their interest with sales producing window displays, you will find us always ready to send you Carborundum Trade Helps

The Carborundum Company

Niagara Falls, N. Y.

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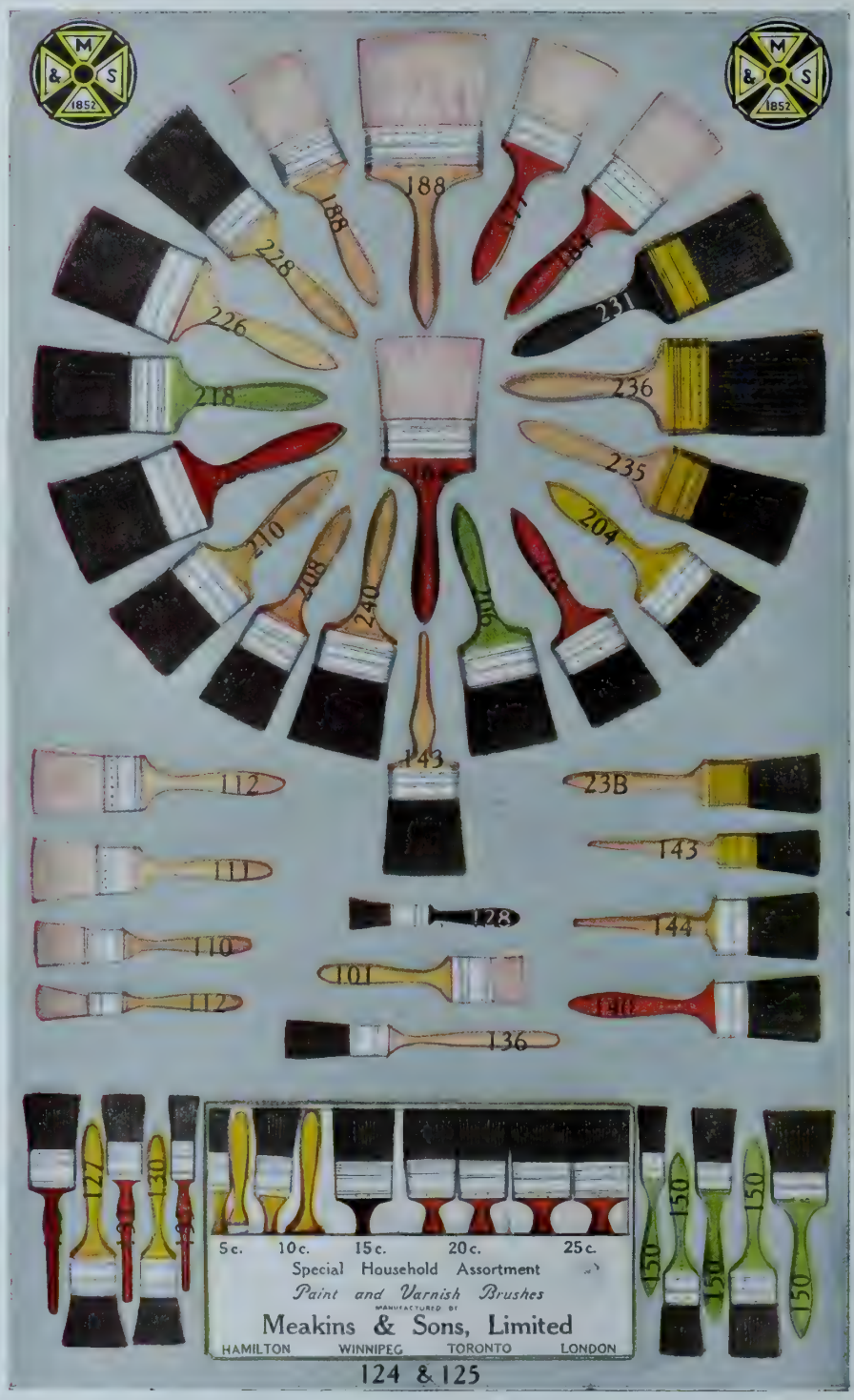
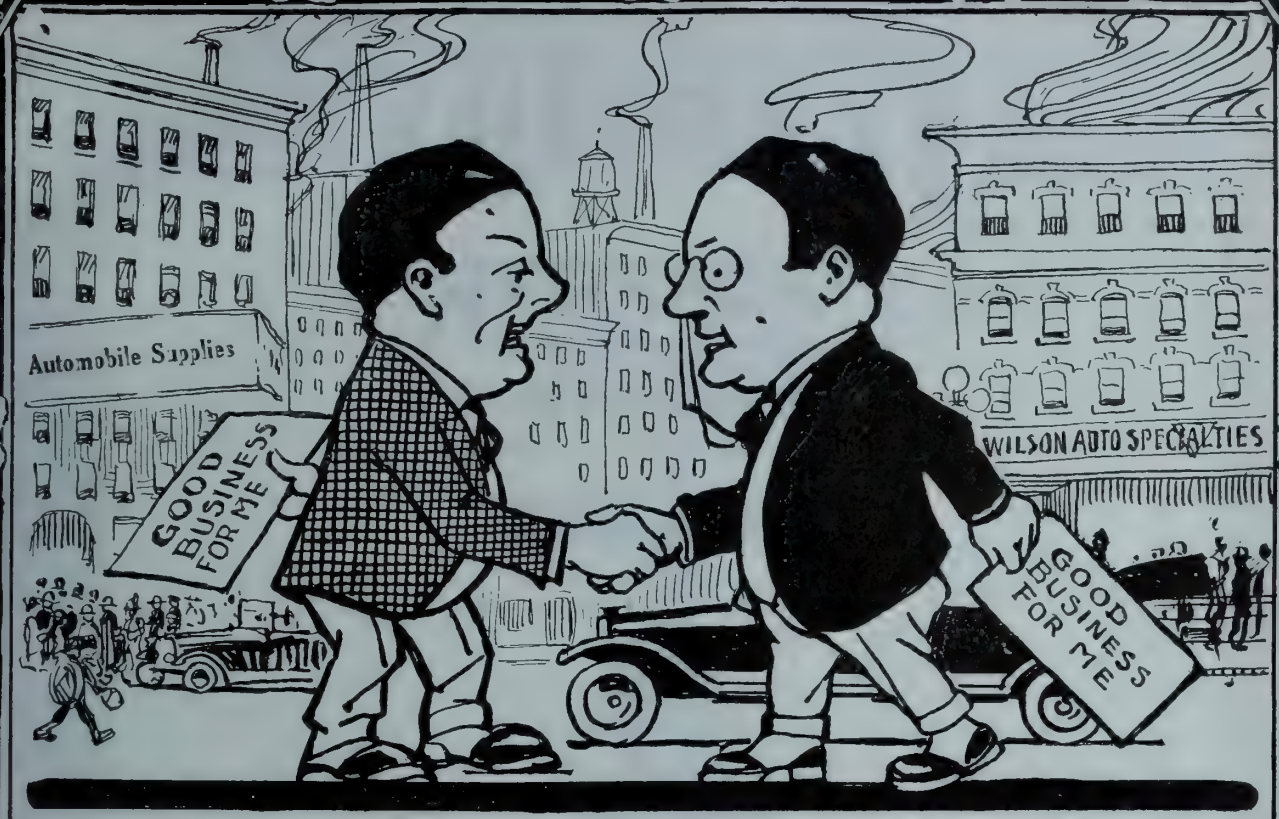
MEAKINS BRUSHES

For Export Trade



Write for a complete catalogue. Order through your jobber.

If interested, tear out this page and keep with letters to be answered.



Lets-Get-Together

WILSON "SIX-HOUR SERVICE"

Joins Supply and Demand

No matter in what part of Canada you live the Wilson line, with the famous Wilson "Six-Hour Service," will enable you to get a big share of the Automotive Accessory business in your territory.

Three hundred and fifty thousand automobiles in Canada—Mr. Dealer, are you getting your share of the accessory business?

OPENINGS.—Many sections in Canada offer excellent opportunities for new dealers. Write us for complete information as to possibilities of the business, cost of opening business and other details.

Our 1920 revised dealers' price list is now ready. We have a copy for you.

Parts for Ford Cars

Our stock of repair parts for Fords is one of the most complete in Canada. Immediate shipment. Lowest prices. Write for parts Bulletin No. 16 and Dealers' Price List.

WILSON AUTO SPECIALTIES COMPANY

HAMILTON, ONTARIO.

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TRADE
PENBERTHY
MARK.

COMPODISK

BRASS VALVES

"With the Composition Disc"

Fig. 550-S

"Outside Bonnet Construction"

The first improvement made in brass valve construction in generations past

Government Approved for 175 lbs. Steam Pressure

What the outside bonnet construction means—

It prevents corrosion of threads. It prevents spreading or enlarging bonnet end of body when tightening down bonnet to place. It eliminates all strains or stripping of threads. It makes a more compact valve, consequently a stronger one. The discs used in these valves will give long life under severe conditions. Every valve is fitted with packing gland and follower. Workmanship and finish unequalled anywhere.

PENBERTHY VALVES and SPECIALTIES are distributed throughout all countries of the British Empire. We solicit correspondence from anyone interested in our products, to whom we will furnish on request a free copy of our General Catalogue.

Manufactured by

PENBERTHY INJECTOR CO. LIMITED
WINDSOR CANADA

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TRADE

PENBERTHY

MARK.

BRASS GATE VALVES

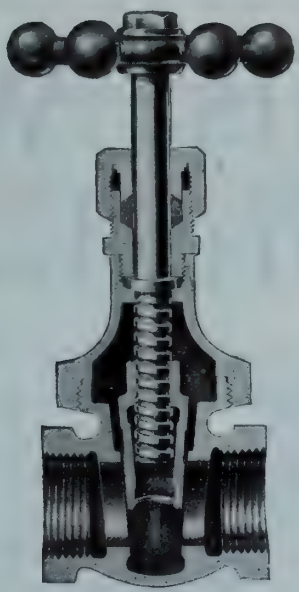

Fig. 567

"Outside Bonnet Construction"

Improved Design ***Improved Efficiency***

All Penberthy Gate Valves are designed with outside bonnet construction, same as our compodisk and regrinding lines of valves. It is the most practical and reliable idea of valve construction.

Penberthy Gates are made with solid wedge disc, which has proven much superior to the split or two-piece disc type.

Penberthy Gates are Government registered for 150 lbs. steam pressure.

Design, workmanship and finish unequalled anywhere. Be sure this name is on the valve you buy.

PENBERTHY VALVES and SPECIALTIES are distributed throughout all countries of the British Empire. We solicit correspondence from anyone interested in our products, to whom we will furnish on request a free copy of our General Catalogue.

Manufactured by

PENBERTHY INJECTOR CO., LIMITED
WINDSOR CANADA

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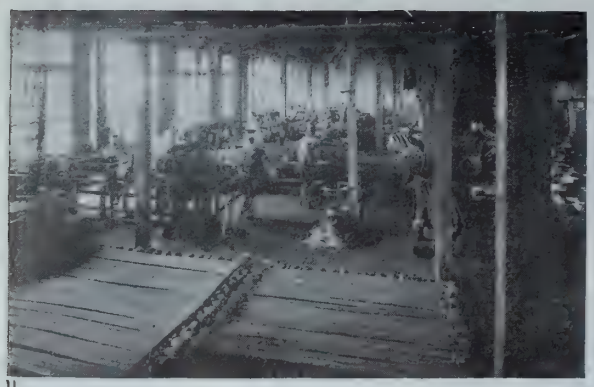
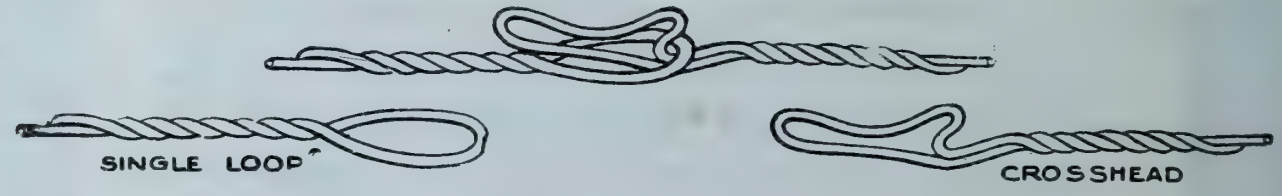


Nails, Wire and Wire Bale-Ties.

Our line of superior Bale-Ties made from genuine Bessemer stock is a stronger and better wire at ordinary cost. We shall be pleased to send full particulars to any dealers who are not yet stocking our lines.

Besides Bale-Ties and special Hay Baling Wire, we also manufacture Wire Nails, Fence Staples, Fine Wire, Bright, Annealed and Liquor Finished, Square, Pine, Brush, Bookbinders', Hat, Florists' and a fine quality of tinned or bright Mattress Wire, properly packed for export to all markets.



The Laidlaw Bale-Tie Company, Limited, Hamilton, Ont.

Norman Jessiman, Vancouver, B.C. Harry F. Moulden, & Son, Winnipeg, Man. A. T. Diggens, Toronto, Ont.
H. E. O. Bull, Montreal, Que. M. Bryan, 24 Aldgate, London, England.

If interested tear out this page and place with letters to be answered.

JUST THE THING FOR CUTTING HAY

THE "LIGHTNING" HAY KNIFE

Manufactured by the successors to Hiram Holt, Patentee, and Original Manufacturer

Made of the finest hand forged tool steel, hardened and tempered like a scythe, serrated cutting edge, painted red with polished edges.

Stained hardwood handles, tangs extend through handles and riveted, brass ferrules. Made in two lengths, 36 and 39 inches.

The **"Lightning"** without doubt is the best hay knife on the market.

Write for Catalog.

WIEBUSCH & HILGER, LTD.

106-110 LAFAYETTE ST. - - NEW YORK, N.Y.

Canadian Selling Agent:

JAMES GERARD KERR, 411 St. Nicholas Building, Montreal

Round Trolley Hangers

1917 *and* 1918

NO. 1917 ROUND TROLLEY HANGER

(Shown below)

Made of best grade steel, wheels of deep drawing steel fitted with steel roller bearings, malleable loops and steel hasp. One pair in a carton with two end stops and bolts, full instructions to apply. Half or one dozen to case.

THE 1918 ROUND TROLLEY TRACK

Made of 14 gauge high carbon steel supplied in 3 ft. lengths only. Packed in 48 ft. and 60 ft. crates. Brackets fit perfectly. Brackets required every three feet.

1918 FLUSH DOOR HANGER

(Shown above)

This is the same hanger as 1917 with the exception of the steel hinged apron, which enables the door to be swung into the opening and fitted as tightly as any hinged door. This is a wind and storm-proof feature which should not be overlooked.

The Ideal Hanger for Saw Mill or Flour Mill use, where dusts of any kind are liable to corrode crevices (absolutely self-cleaning.)

Easy Operating - Weatherproof

The Round trolley hangers and track have jumped into popularity in the past few years very largely because of their excellent wind and storm proof features. The round track has no grooves to hold dirt or water, is self-draining and cleaning. There is absolutely no possibility of the hanger jumping the track, no binding, always runs smoothly.

Canadian weather conditions make this style of hanger and track a good one to push. Fit up a demonstrating door in some convenient place to show your customers.

Ask for our new Catalog showing complete line.

NOTE.--We can make immediate shipment of these two-style hangers and track.

SLATER & BARNARD, LIMITED

HAMILTON, CANADA

REPRESENTATIVES:

H. E. O. Bull, Montreal, Que. N. J. Dinnen, Winnipeg, Man. A. T. Chambers, Vancouver, B.C.

K-9 Adjustable Wrench

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

A Business-Building Line

THE dealer who sells Mossberg Tools not only makes a good profit—he gets a quick turnover on his stock and builds up his trade through satisfied customers.

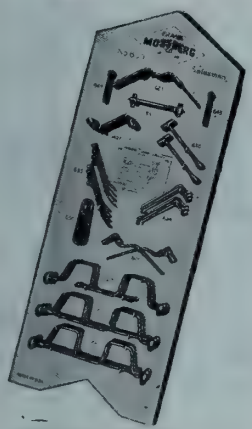
The completeness of the Mossberg line makes the possibility of a sale greater. There is a wrench or tool for every purpose.

The garage man, the motorist, the expert mechanic, each with his individual requirements, may find the right wrench among your Mossberg stock.

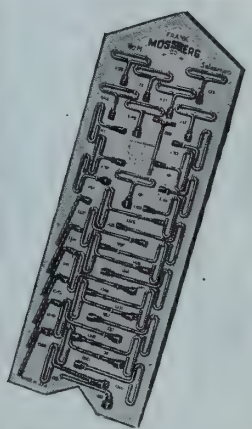
The Mossberg reputation for strength and service helps you to make your sales—it builds your business.

Write for complete 1920 catalog.

WALTER I. TUTTLE, *President and General Manager.*
FRANK T. CHASE, *Treasurer and Sales Manager.*
EVERETT L. FORD, *Secretary and Superintendent.*



"600" Board, Assortment of Necessities for Fords



"H" Board of Mossberg Indestructible All Steel Socket Wrenches

FRANK MOSSBERG COMPANY

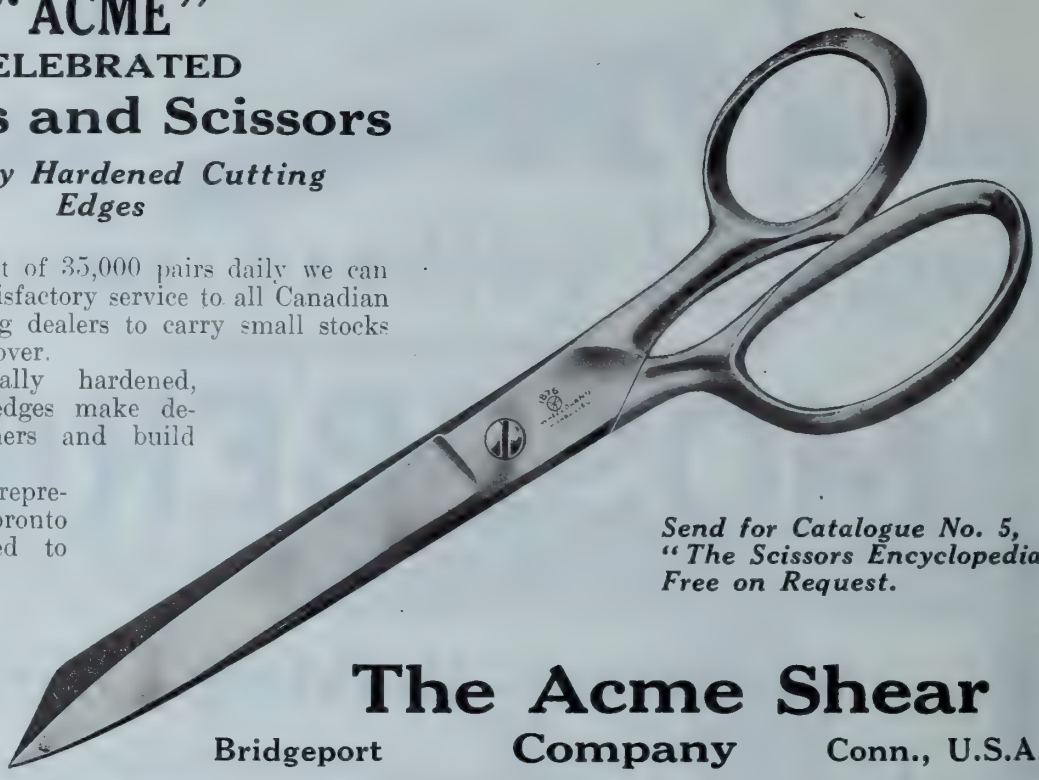
WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASSACHUSETTS

"ACME"
CELEBRATED
Shears and Scissors

Specially Hardened Cutting Edges

With an output of 35,000 pairs daily we can give special satisfactory service to all Canadian orders, enabling dealers to carry small stocks for quick turnover.
"Acme" specially hardened, sharp-cutting edges make delighted customers and build business.
Our Canadian representative at Toronto will be pleased to show samples or have his traveller call on you.



Send for Catalogue No. 5, "The Scissors Encyclopedia." Free on Request.

The Acme Shear Company
Bridgeport Conn., U.S.A.

Canadian Agent: Mr. A. J. McCrae
23 Scott St., Toronto

Incorporated 1882
Capital Stock, $500,000

YOUR BEST ASSET.
A SATISFIED CUSTOMER.

SELL HIM

P.H. or IMPERIAL FILES,

AND ASSURE HIM

The FASTEST CUTTING, LONGEST WEARING and BEST SELLING Files Made in Canada.

Your Jobber Stocks Them.

BE FILE-WISE.

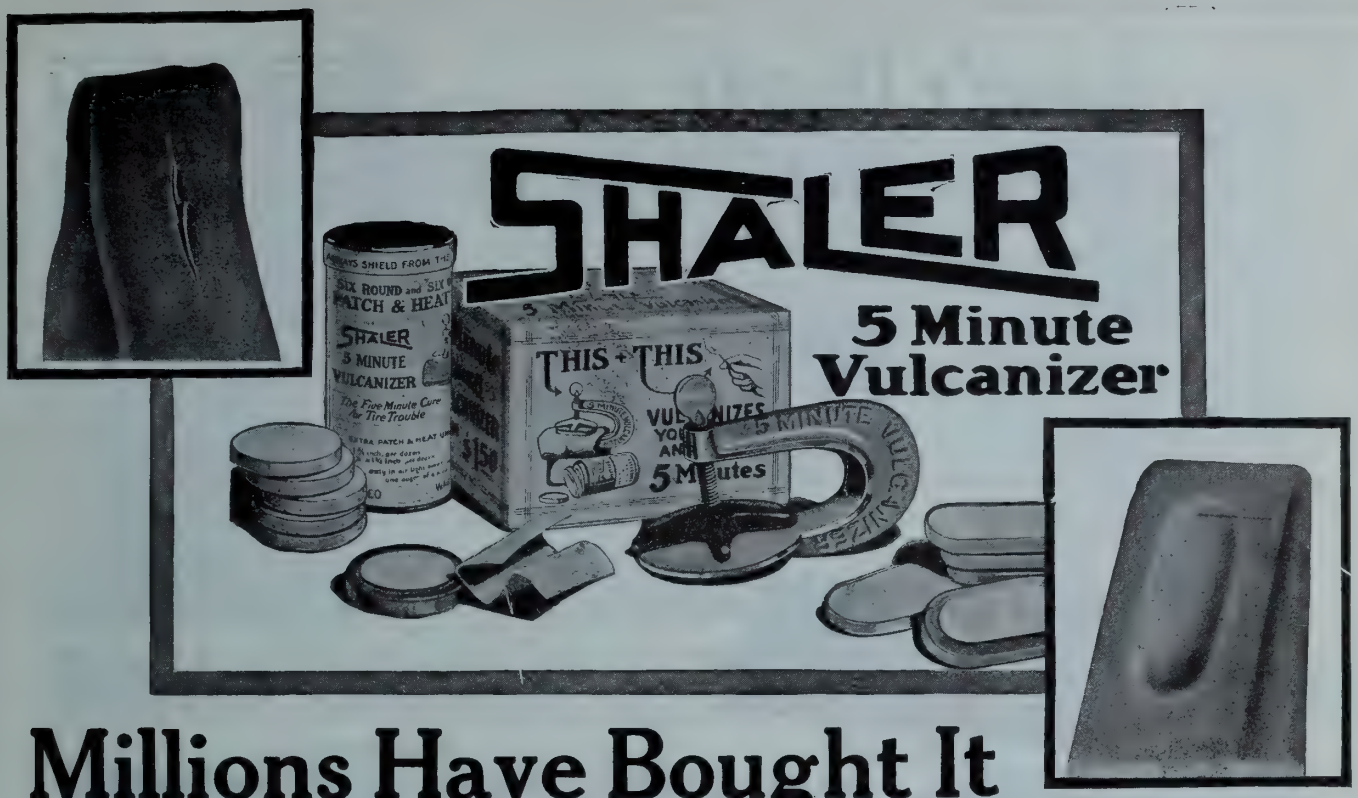
INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Company, Limited, Sole Distributors,
INGERSOLL, ONTARIO.

P H

IMPERIAL

INGERSOLL



Millions Have Bought It
—millions more need it!

Millions of SHALER 5-Minute Vulcanizers have been sold to motorists.

Millions of other motorists are being induced, through our large advertising campaign, to want the SHALER 5-Minute Vulcanizer.

The dealers who sell it make the profits.

Dealers predict larger sales of SHALER 5-Minute Vulcanizers for the future than during the past. Larger repeat-sales—and profits for dealers—must follow.

SHALER 5-MINUTE VULCANIZER

Every sale of a SHALER 5-Minute Vulcanizer is *not* one sale and one profit alone—it means that more sales will follow from the same customer, because he needs to buy the Patch-and-Heat Units regularly for use with the SHALER.

This repeat business comes to you—and brings you regular profits—in addition to your profits from selling the SHALER Vulcanizer—and without any effort on your part.

Get Your Share of This Big Business—Order from Your Jobber Today!

Keep a good stock of SHALER 5-Minute Vulcanizers and SHALER Patch-and-Heat Units. Display them prominently in your windows and on your counters, so that motorists know you sell them. Our advertising will bring customers to your store—the SHALER sells itself. Order from your jobber today or write us at once for full information and catalog of the complete SHALER Line.

C. A. SHALER CO. 1507 Fourth Street Waupun, Wis.

Oldest and Largest Manufacturers of Vulcanizers in the World

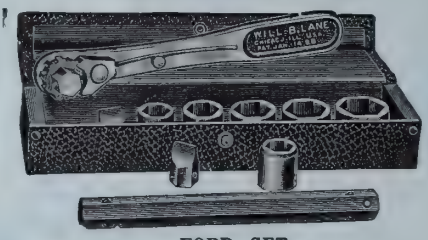
If interested tear out this page and place with letters to be answered.

Lane's Handy Auto Ratchet Tools

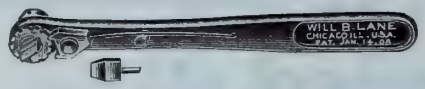
A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.

SUPER-UNIQUE SET


FORD SET

STANDARD SET


OFF-SET RATCHET SCREW DRIVER

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.
A line that meets many requirements and presents unusual selling opportunities for the dealer.

Manufactured by

Will B. Lane Unique Tool Co.

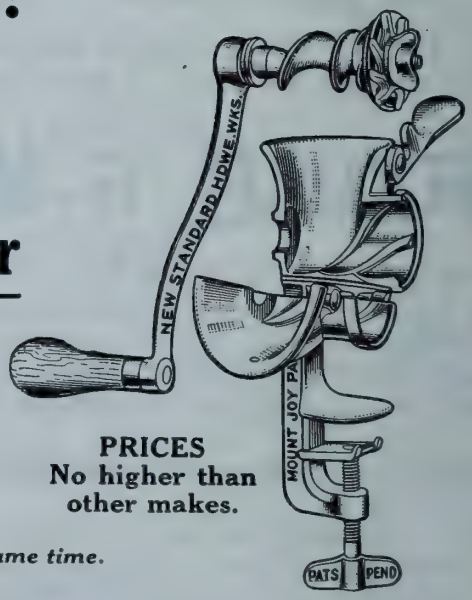
180 N. Dearborn St., Chicago, Illinois

"CLICK"-and it's clean!

Here's a Food Chopper at last without a fault—one that almost cleans itself. As easy to wash as a saucer, because **"it opens like a book."** No cracks or corners where food can lodge. The

New Standard Food Chopper

has many superior features. It is in a class by itself for refinement of design, quality of workmanship and finish. The **easy-cleaning feature, alone, sells it on sight,** will increase your sales and bring you more satisfied customers. Investigate for yourself.



PRICES
No higher than other makes.

Send your order through your jobber—notify us at the same time.

"Ask the housekeeper who uses one."

NEW STANDARD HARDWARE WORKS

MOUNT JOY, PENNA., U.S.A.

Western Coast Representative:
Hardware Specialties Co.
Vancouver, B.C.

Central Western Canada:
Rodearmal-Davis Co.
Minneapolis, Minn.

Eastern Central Canada:
L. G. Beebe
Toronto, Ont.

Eastern Canada:
Richardson-Bureau
Montreal, Can.

If interested, tear out this page and keep with letters to be answered.

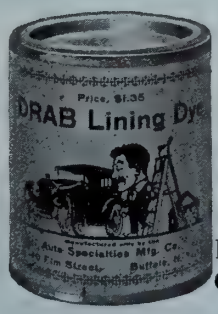
Every Can Contains Lasting Protection for the Car Owner

Mohair Top Dressing

Waterproofs and Re-rubberizes

Pints	85c.
Quarts	$1.50

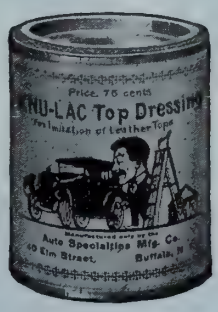
Produces a black, silky and lasting finish. Leaves top soft and pliable.



Drab Lining Dye

Pints	$1.35
Quarts	$2.50

Re-dyes and refinishes inside top linings a fresh light color. Covers all stains and discolorations.



Knu-Lac Top Dressing

For Ford Cars

Pints	75c.
Quarts	$1.35

For imitation of leather tops. Refinishes a rich, glossy black; waterproofs and re-rubberizes.

These Top Dressings and all our products offer you powerful selling points. They are the only Dressings on the market having a LIQUID RUBBER base to Waterproof and Re-rubberize the Top material. They leave the Fabric Soft and Pliable. They put back into the Top something which has gone out through deterioration, giving it that factory newness and durability.

OTHER CAR ECONOMIES

DULL-LAC TOP DRESSING
Puts on a Rich, Egg-shell Finish.

RE-KNU UPHOLSTERY DRESSING
Makes Old Cushions Look and Wear like New. Dries in 15 Minutes.

RE-KNU BLACK LINING DYE
Re-dyes, Covering all Stains and Discolorations—concentrated.

GLOSS BLACK ENAMEL
An Elastic Enamel to re-finish the entire car.

BURBANK O.D. TOP DRESSING
Re-dyes the Top a Light Drab Color — Waterproofs and Re-rubberizes.

RE-KNU RUBBER TIRE PAINT
Gives the Tire that new appearance. Does not wash off.

STAY-ON AUTO TOP PATCHES
Mends all Holes and Cuts.

BEATS-ALL TUBE PATCHES
Fixes that Puncture Quickly.

BEATS-ALL RADIATOR CEMENT
A Liquid Cement—Stops all Leaks.

BEATS-ALL SPRING LUBRICANT
Stops that Squeak. It leaves a Graphite Deposit on Each Leaf.

ENGINE ENAMEL
Black and Grey. Stands a high Heat Test.

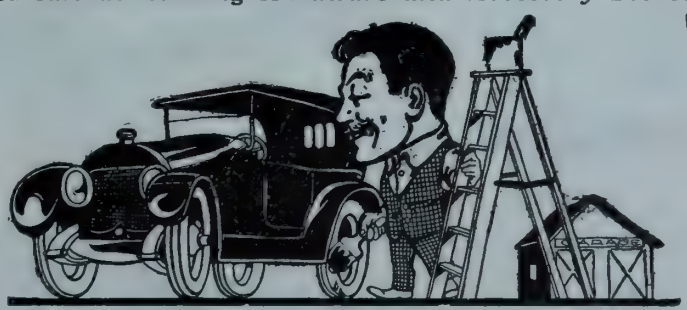
FENDER ENAMEL
For Retouching—Dries Quickly.

For sale at Leading Hardware and Accessory Stores

Manufactured by

AUTO SPECIALTIES MFG. CO.

FORT ERIE - CANADA



Write to-day for our liberal trade plan and sample order.

Our Representatives:

Aggressive Agencies Co.,
35 Notre Dame East,
Montreal, Que.

Wizard Auto Products Co.,
52 Shanley Street,
Toronto, Ont.

C. G. Lee,
114 Pantages Bldg.,
Winnipeg, Man.

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B·S·A

No. 2 Bolt Action .22 Bore Miniature Rifle Cadet Model

BRITISH MADE

The same care and accuracy used in making the celebrated Martini target rifle is embodied in the making of this model.

Its accuracy on the target range is well known, and it is popular among small game hunters. A careful inspection is given every rifle before leaving our factory. The B. S. A. Guarantee insures satisfaction.

The extensive B. S. A. organization and plant are now fully occupied with the manufacture of various B. S. A. Rifles, and are in a position to give your inquiries prompt and efficient service.

Manufactured by B. S. A. GUNS Ltd., Birmingham, England

Canadian Agents

FRASER COMPANY, 10 Hospital St., Montreal

Stocks in Montreal

Write for Illustrated Catalogue and Rifle Booklet

Sole Agents for U. S. A.

PRODUCTION EQUIPMENT CO., 5-9 Union Square, New York City

MENDETS
A PATENT PATCH

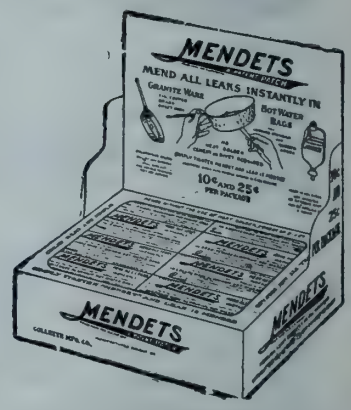
Millions of Boxes Sold

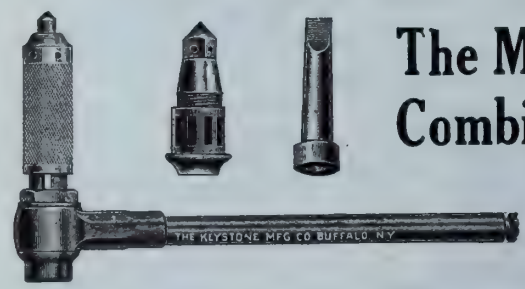
They Sell Themselves

Collette Mfg. Company

Collingwood, Ontario

Your Jobber has them





The Most Popular Ratchet Combination

The "Keystone" **Reversible** Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace. "Keystone" tools are known the world over for high quality. Sell them for profit and prestige.

Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station "B" Buffalo, N.Y.

"KEYSTONE" Drilling Post or "OLD MAN"

No. 370

A FEW OF THE
HOOKS WE MAKE

BRASS and IRON

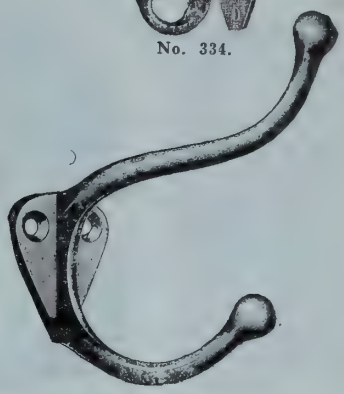
Hinges Hasps Corners
Handles Brackets Key Checks
Card Holders Escutcheons
Knobs Locks Latches Catches
Washers Bolts Mending Straps
Screen Numbers

No. 334.

THE BRAINERD LINE

REFRIGERATOR HARDWARE
CABINET HARDWARE
BOX AND CHEST HARDWARE

No. 340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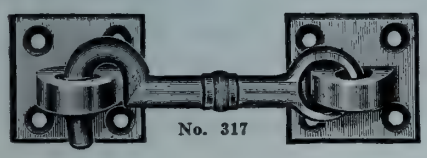
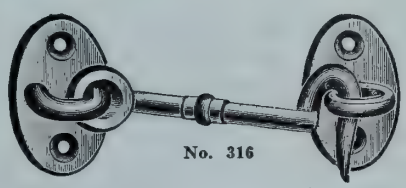

No. 317

THE BRAINERD MFG. CO.
EAST ROCHESTER,
N.Y., U.S.A.

Cuts reduced size.


No. 316

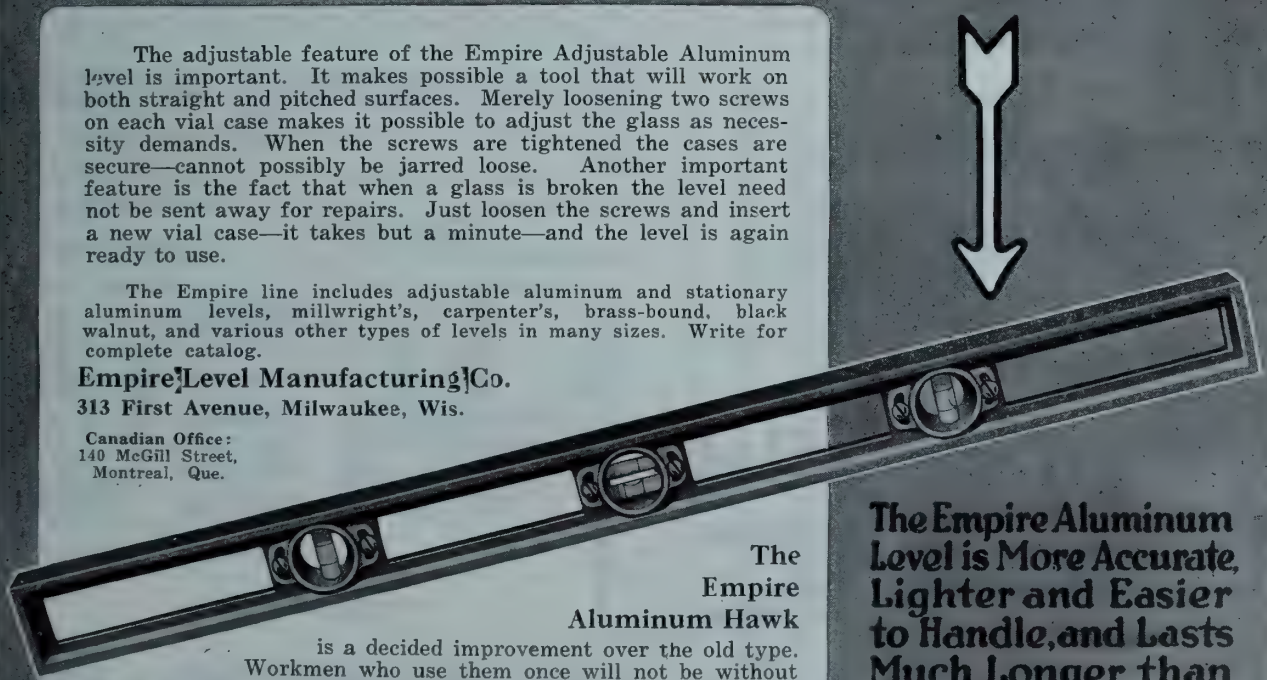
It's the Adjustable Feature that Counts

The adjustable feature of the Empire Adjustable Aluminum level is important. It makes possible a tool that will work on both straight and pitched surfaces. Merely loosening two screws on each vial case makes it possible to adjust the glass as necessity demands. When the screws are tightened the cases are secure—cannot possibly be jarred loose. Another important feature is the fact that when a glass is broken the level need not be sent away for repairs. Just loosen the screws and insert a new vial case—it takes but a minute—and the level is again ready to use.

The Empire line includes adjustable aluminum and stationary aluminum levels, millwright's, carpenter's, brass-bound, black walnut, and various other types of levels in many sizes. Write for complete catalog.

Empire Level Manufacturing Co.
313 First Avenue, Milwaukee, Wis.

Canadian Office:
140 McGill Street,
Montreal, Que.



The Empire Aluminum Hawk
is a decided improvement over the old type. Workmen who use them once will not be without them.

The Empire Aluminum Level is More Accurate, Lighter and Easier to Handle, and Lasts Much Longer than the Ordinary Level

If interested, tear out this page and keep with letters to be answered.

Safety, Protection, Dependability

The Three Big Iver Johnson Selling Arguments

THE safety feature is the big selling point of Iver Johnson revolvers. Every day, folks walk in to Iver Johnson dealers and ask for the "Hammer the Hammer" revolver—the one that can't go off accidentally. Such people realize the possible danger of ordinary revolvers and therefore insist on the Iver Johnson—the one they know is safe to keep in the home.

And so, while the Iver Johnson is essentially a man's revolver, its absolute safety from accidental discharge makes it the accepted and ever-present assurance of protection to the home, property, and personal safety of the American woman.

Another big selling feature is the fact that the Iver Johnson is dependable and always ready for use. Drawn-tempered piano wire springs keep it alive, alert, ready for use on an instant's notice. And the perfect rifling and true alignment of barrel and cylinder speed the bullet straight as a streak of light just where you aim.

Stock the entire line—22, 32, 32 special and 38 calibers, Hammer and Hammerless models with Regular, Perfect Rubber, and Western Walnut grips.

Why not carry Iver Johnson shotguns, too? Then you can capitalize on the entire Iver Johnson line of firearms.

Write for catalog and complete dealer information on firearms, also on bicycles and motorcycles.

Iver Johnson's Arms & Cycle Works
330 River Street, Fitchburg, Mass.
99 Chambers St., New York 717 Market St., San Francisco

IVER JOHNSON

32 Caliber Hammer
Perfect Grip

Hammer the Hammer

"The Safe Revolver to Sell"

KNOWN ALL OVER THE WORLD

ALUMINIUM

ALL COMMERCIAL FORMS IN STOCK FOR IMMEDIATE SHIPMENT.

THE BRITISH ALUMINIUM COMPANY, LIMITED
263-267 Adelaide Street West, Toronto

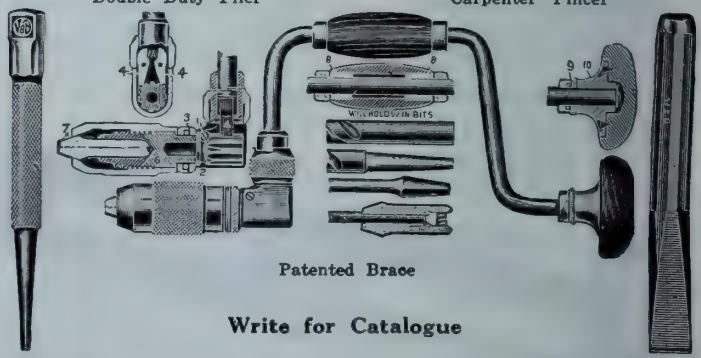
Eastern Agents: Spielman Agencies, Montreal

V & B TOOLS

Individually Tempered and Tested

Bell Face Nail Hammer — Ball Pein Hammer

Double Duty Plier — Carpenter Pincer



Patented Brace

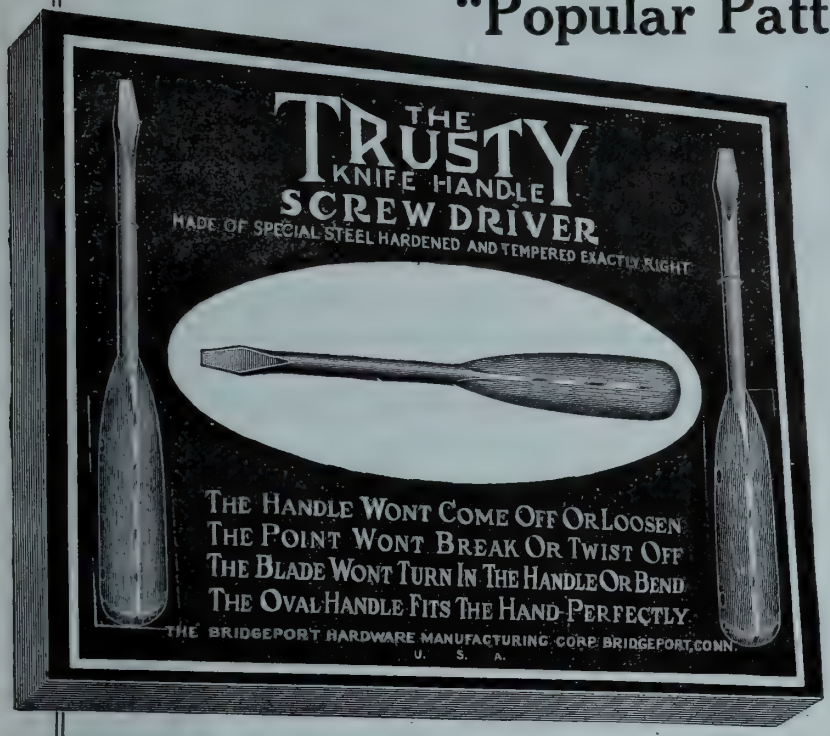
Write for Catalogue

Nail Set — Cold Chisel

VAUGHAN & BUSHNELL MFG. CO.
Makers of Fine Tools
2114 Carroll Ave., Chicago
Represented by
ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal

If interested, tear out this page and keep with letters to be answered.

"Popular Pattern--Popular Price"



THE TRUSTY KNIFEHANDLE Screw Driver is made to meet **every requirement** of the popular priced patterns, yet can be sold at a moderate price.

It is just right in shape, well-balanced and the blade tempered from end to end—a strong, serviceable driver.

Note other advantages shown on package.

Packed in either regular or handsome display boxes. The latter make a fine counter or window display, require **little space** and "Stand without hitching."

Dealers please order through your Jobbers.

THE BRIDGEPORT HARDWARE MFG. CORP.
BRIDGEPORT, CONN., U.S.A.
Canadian Representative: W. J. LATIMER, 122 HILTON AVE., TORONTO, CAN.

The Wonderful Selling Kiddie-Kar

The very largest selling child's vehicle in the world with a big margin of profit. That's the combination you want!

Kiddie-Kar is so soundly constructed, so simple, and of such powerful appeal to children and parents that it has sold wonderfully from the start. Extensive advertising of the most compelling kind to consumers has made its great merit "known to the millions"—that's all, for Kiddie-Kar sells on its worthiness. Maybe you're missing this?

Ask Your Jobber.

Canadian K-K Company, Limited
Elora, Ontario, Canada

If interested tear out this page and place with letters to be answered.

E. Roy, 65½ St. Andre St., Montreal, Que. A. S. Butchart, 26 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP-LEVER HAME CHAINS

9F

MBOSSED LETTERS AND FIGURES

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

NIAGARA FALLS METAL STAMPING WORKS

Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

NIAGARA WROUGHT STEEL HARNESS SNAP

How to Test Advertising

THE man who doubts the power of advertising belongs in the same class with the man who refuses to believe that the world is round simply because he can't get off somewhere at a distance and see its roundness for himself.

The merchant who fears to attempt advertising because he figures it as an "expense" is blind to his own interests. I personally know several men who, because they once tried advertising to the extent of a cheaply printed hand-bill and didn't find it necessary next morning to call on the police to keep the crowds of eager buyers from swamping their store, loudly and solemnly aver that "advertising doesn't pay."

Advertising *does* pay.

The most successful merchants are the merchants who believe most thoroughly in advertising and who practice their belief.

But advertising, in order to pay, has got to be *intelligent* advertising.

The day of hashed-over superlatives—"best goods," "lowest prices," "best stock in town," "greatest bargains ever heard of," and so on—has passed.

People have learned to distinguish the *truthful* advertiser from the blatant behind-the-times storekeeper who believes that, so long as *he* claims to have the best goods on earth, or under the earth, or within wireless distance of the earth, people will break their necks trying to get to his counters in the forefront of the crowd.

Put some *brains* into your advertising.

Don't let the office boy write your announcements in between his other duties.

Don't doubt the business-getting and business-building power of intelligent and informative publicity—and you will find that advertising *does* pay.

—*Jerome P. Fleishman.*

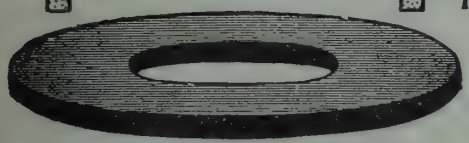
If interested, tear out this page and keep with letters to be answered.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

Do Not Recommend The Patented

BANNER ASH SIFTERS

(Trade Mark Registered)

If you know of any more practical, any easier to operate, any more dust-proof or more satisfactory for household use.

The No. 1 Banner has two screens, the top screen is of half-inch mesh, the lower one-third mesh. This combination, together with the easy rocker or gravitation motion separates the good fuel rapidly. You thus gain time and save extra fuel by less effort. Besides, you have the choice of using the coarse, fine or both screens. Screens are easily renewed.

This is the only sifter with a closed scuttle. The lid is on hinges and all parts fit tight so that it is practically dust proof.

There are many more good features.

The No. 2 Banner is similar to the No. 1 with the exception of the double screens and scuttle.

The low price of the No. 2 Banner Ash Sifter has made it so popular that we have found it necessary to install special machinery to supply the demand.

What better way to sift ashes than by the easy rocker motion. It almost eliminates work.

We stand back of you in recommending either sifter.

It is advisable to place your orders well in advance. Ask your wholesale house or write to us for particulars, price, etc.

THE BURROWES MANUFACTURING COMPANY
607-611 KING STREET WEST, TORONTO

Order Your Fall Stock

of Razor Strops until you have inspected our famous line of

British-Made Razor Strops

We have them in stock to meet jobbers' needs and our prices are attractive.

Immediate deliveries. Phone, wire or write for full details.

Dingley Bros. Export Ltd.

Lindsay Building
Montreal

Canadian Representative: **W. T. Evans**

If interested, tear out this page and keep with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

No. 221 Fire Pot
List Price, each, $33.60
Ask for discount.

Which Shall It Be?

C. & L. Fire Pots and Torches with a backing of the guarantee of a maker with more than thirty years experience, or some other make? Try the C. & L. Tools and you will find you have the best that experience and the best materials can produce. They have stood the test of time and to-day are used wherever gasoline and kerosene can be obtained. Jobbers supply at factory price. Send for catalog.

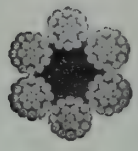
Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

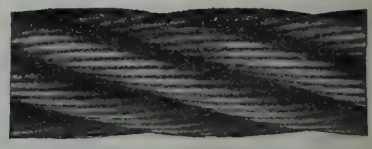
Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

WIRE ROPE AND FITTINGS





OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

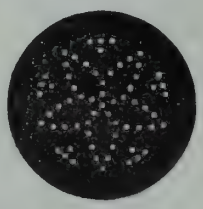
Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Chair Seats---In Three Ply Veneer Staple Patterns

Every C.V.C. chair seat is made of best material, well glued nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.



Ask for samples, and compare with any other make.

Canadian Veneering Co., Inc.
Acton Vale, Quebec
Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

CRANE MALLEABLE FITTINGS

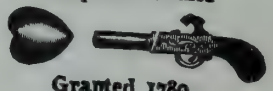
CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL

Branches: Toronto, Winnipeg, Vancouver
Sales Offices: Halifax, Quebec, Ottawa, Calgary

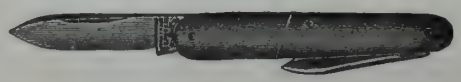
For sale by Leading Wholesale Houses.

Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipment***

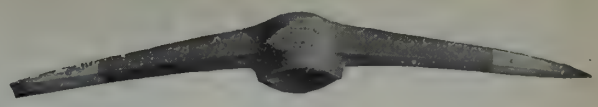
JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL

Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
London, Ontario

PICKS



No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY
234 Griswold St. Warren, Ohio, U.S.A.

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

"EASY EMPTYING" GRASS CATCHERS

"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog.

THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail holes and defective places on slate, metal, gravel and prepared roofs.

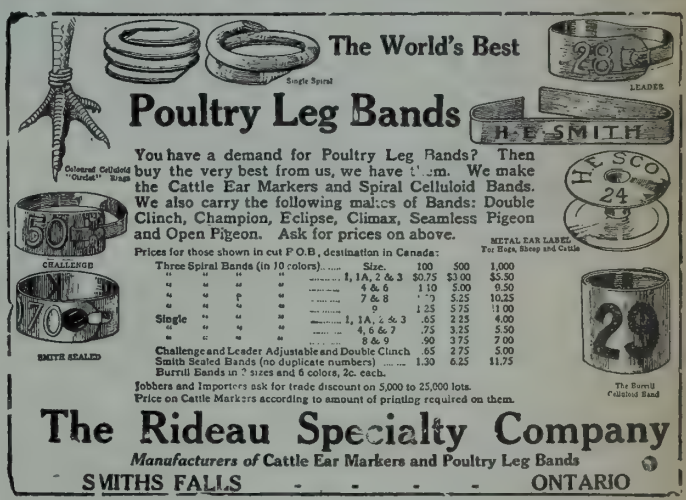
This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & COMPANY, LIMITED
37 St. Antoine St., Montreal



You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

METAL EAR LABEL For Hogs, Sheep and Cattle

Prices for those shown in cut F.O.B., destination in Canada:

	Size.	100	500	1,000
Three Spiral Bands (in 10 colors)				
" " " "	1, 1A, 2 & 3	$0.75	$3.00	$5.50
" " " "	4 & 6	1.10	5.00	9.50
" " " "	7 & 8	1.[illegible]	5.25	10.25
" " " "	9	1.25	5.75	11.00
Single " " "	1, 1A, 2 & 3	.65	2.25	4.00
" " " "	4, 6 & 7	.75	3.25	5.50
" " " "	8 & 9	.90	3.75	7.00
Challenge and Leader Adjustable and Double Clinch		.65	2.75	5.00
Smith Sealed Bands (no duplicate numbers)		1.30	6.25	11.75

Burrill Bands in 7 sizes and 6 colors, 2c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

The Rideau Specialty Company

Manufacturers of Cattle Ear Markers and Poultry Leg Bands

SMITHS FALLS - - - - ONTARIO

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

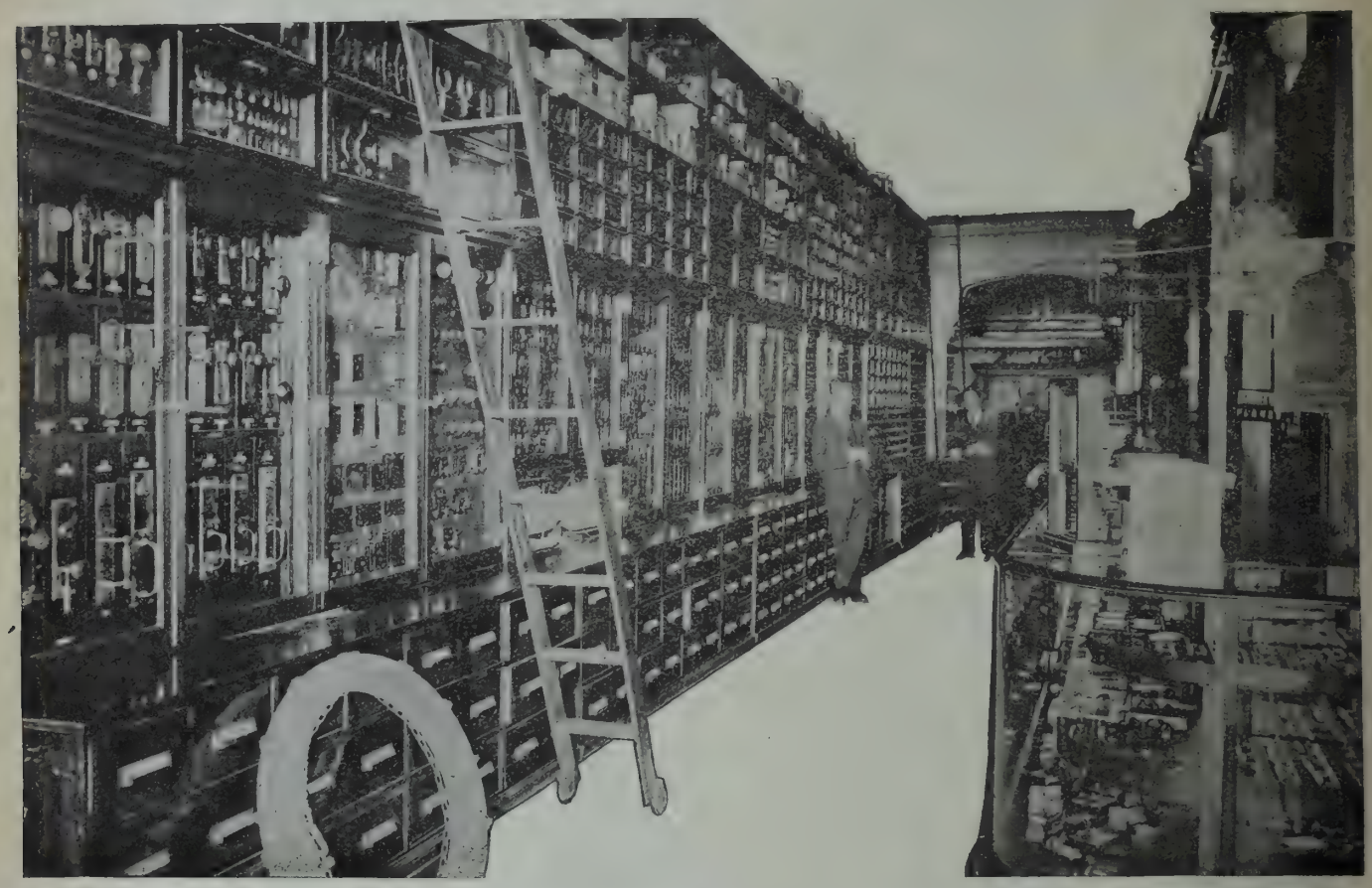
John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

The Publisher's Page

TORONTO JULY 31st, 1920



Significant Features

THE goods which are featured most in Canadian hardware window displays are goods which are advertised regularly in Hardware and Metal. We have proof of this.

The goods which are featured most in the advertisements of retailers in their local newspapers are goods which are advertised regularly in Hardware and Metal. We have proof of this.

Go into a list of hardware stores in any province in Canada and ask the proprietor, or any of the senior salesmen, to name six or more of the best known firms whose goods are sold through the Canadian hardware trade. They will invariably name firms whose advertisements have been appearing regularly for years in Hardware and Metal.

We have tried this experiment successfully in all parts of Canada.

Pick out a list of 100 hardware firms in any part of Canada. Ask them which paper they read for business information. We are always willing to let the hardware trade of Canada act as judges in a test of this kind. This test has been successfully tried out many times.

There is only one hardware paper in Canada that gives weekly market services from Montreal, Toronto, London, Winnipeg, Pittsburgh. There is only one hardware paper in Canada that has had its circulation audited by the Audit Bureau of Circulations. That paper is Hardware and Metal.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

We have a large stock of

Carriage and Machine Bolts

Coach Screws

Rivets, Nuts and Washers

Orders Filled and Shipped Immediately

London Bolt & Hinge Works
London, Canada

GERMANTOWN LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

For Solidifying Sales and Preventing Lost Accounts

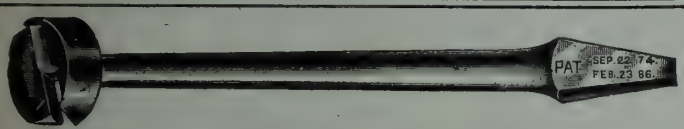
For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.

KEN-GAR BRAND
Ready Roofing

—the best quality ready roofing on the market, bearing our full guarantee of service, will be sold at prices that are attractive when compared with present values. We solicit your enquiry.

Immediate Shipment

KENT-GARVIN Co., Ltd.
Hamilton



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn,. U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

HARDWARE AND METAL

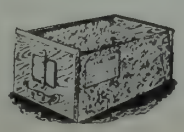
is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

There's a good amount of business in your town in Babbitt Metals that you could capture by stocking Owl Babbitt

Owl Traction Babbitt for Tractors
Owl Babbitt Metal for Thrashers

Made by The Owl Metal Co., Ltd., Winnipeg

OWL BABBITT METALS



Cameron Metal Drawers
LONGER WEAR, BETTER SERVICE
Write us for Prices and Particulars of Cameron Wall Cases and Fixtures.

Cameron & Co.
74 Logan Avenue Toronto, Ont.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

MANUFACTURER REQUIRES A1 SELLING connection, on commission basis, for New Brunswick, Nova Scotia, Prince Edward Island and Newfoundland. Product selling through hardware and grocery jobbers and transportation companies. Lines comparatively new but trade partially established in territory named. Box 776, Hardware and Metal.

TINSMITH WANTED — FIRST-CLASS MAN with plumbing experience preferred, but not essential. Best part of Ontario. Steady job. State whether married or single, salary. J. H. Slater, Ridgetown.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

FOR SALE

FOR SALE—GOOD LIVE ONTARIO BUSINESS, established 20 years, splendid location, town on St. Lawrence River. Owner retiring on account of other interests. Present turnover about thirty-five thousand yearly and can be greatly increased. Box 119, Hardware and Metal, Toronto.

FOR SALE—I HAVE A LARGE QUANTITY OF galvanized sheets, sizes from 24 x 72 to 36 x 120. Gauges 16 to 10¾ oz. If you need any make me an offer. J. C. Wanless, Chatham.

FOR SALE — ESTABLISHED HARDWARE, general store, flour and feed business, with four acres land for sale in railroad junction town in Quebec Province, sixty miles from Montreal. Business rapidly increasing and farming surroundings best in province. Will sell separately, or en bloc. Buildings all new, with land and stock about $17,000. Unexcelled opportunity for two young men, or man with growing family. Must sell account of failing health. Box 815, Hardware and Metal.

CLEARANCE LINE—GENUINE "SLOCOMBE" Drills are offered at a sacrifice. Sizes "C," "E," "F," and "G." Wholesalers and dealers will find it of interest to communicate their requirements to Box No. 140, Hardware and Metal.

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

GOOD HARDWARE BUSINESS AND STOCK in good live Central Ontario town for sale. Box 623, Hardware and Metal.

SITUATIONS WANTED

EMPLOYER WANTED—EXPERIENCED HARDware and paint traveller, a real business-getter, with good connection Niagara Falls to Windsor and part of Northern Ontario. Best references. Box 87, Hardware and Metal.

AGENCIES WANTED

TO MANUFACTURERS—RESPONSIBLE LONdon firm with showroom and warehouse and well equipped organization are requiring sole agencies to work in with sound and large connection with hardware trade. Actual manufacturers of specialties of sound commercial value only entertained. Box. No. 2768, c/o Black's Advertising Agency, 51, New Oxford St., London, Eng.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

For Permanency, Label your Goods with

Decalcomania Transfer Name Plates

MADE IN CANADA BY

CANADA DECALCOMANIA COMPANY, LTD.

364-370 RICHMOND ST. WEST. TORONTO, CANADA.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

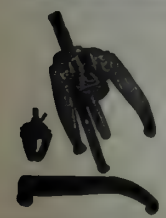
Owen Sound Wire Fence Co., Ltd.

OWEN SOUND, ONT

BEAR BRAND **LAMP BLACKS**

A Germantown of quality that gets big business

WILCKES MARTIN WILCKES CO.



SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be looked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

SMALL TURN BUCKLES

Send for Catalog No. 4

GEORGE H. WILKINS CO.

180 No. Market St. Chicago

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited

P.O. Box156, Hull, Que.

Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited

GUELPH, ONTARIO

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.

Chester, Conn., U.S.A.

$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.

C. A. MYERS COMPANY,

6374 Woodlawn Ave., Chicago, Ill., U.S.A.

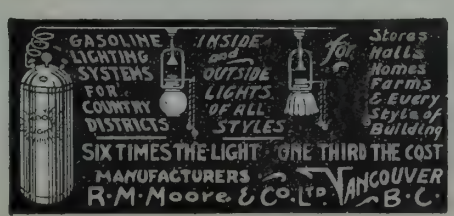
STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works

BUFFALO, N.Y.



BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

Putty and White Lead

Quality Guaranteed Prices Right Let us Quote You

N. B. Prichard's Paint Works

The Dominion Metal Company, Limited

Sherbrooke, Que., Canada

CLIMAX PAPER BALERS

ALL STEEL—FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.

Hamilton, Ont.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

Northern

Tape *Electric* Splice

insist on these Brands

Northern SPECIAL

VICTOR NOR-EL-CO

Northern Electric Company

LIMITED

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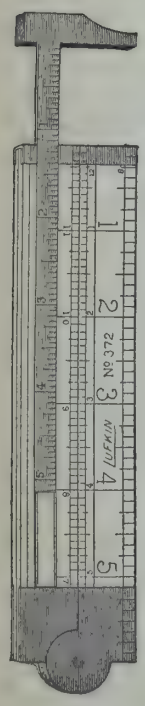


LUFKIN

RELIABLE BOXWOOD RULES

Will meet your customers' every requirement well.

Made from Genuine Boxwood, thoroughly seasoned, sections securely assembled. Graduated by methods that insure Accuracy; Well Finished and Closely Inspected.

A STRICTLY HIGH-GRADE LINE, EMBRACING SEVERAL EXCLUSIVE NEW PATTERNS THAT HAVE MADE FRIENDS EVERYWHERE, SUCH AS COMMON RULE NO. 651B.

ASK FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

Trade Mark Registered

O.P.W. fills the bill,
Satisfies customers and
Rings your till!

"Save the surface and you save all" Paint & Varnish

"Paints and Varnishes for Every Purpose."

Have You Sold Paint to all the Unpainted Country Homes?

In the surrounding country there are homes in need of paint. Have you called on the neighboring farmers and other owners of country homes?

The owners of rural property to-day are prosperous. They want comforts and luxuries. Not the least of these is a well-painted house in keeping with the prosperity of the owners.

You will make many sales of O.P.W. by appealing to the self-respect of home owners—appealing to the natural desire for a neat, good-looking home.

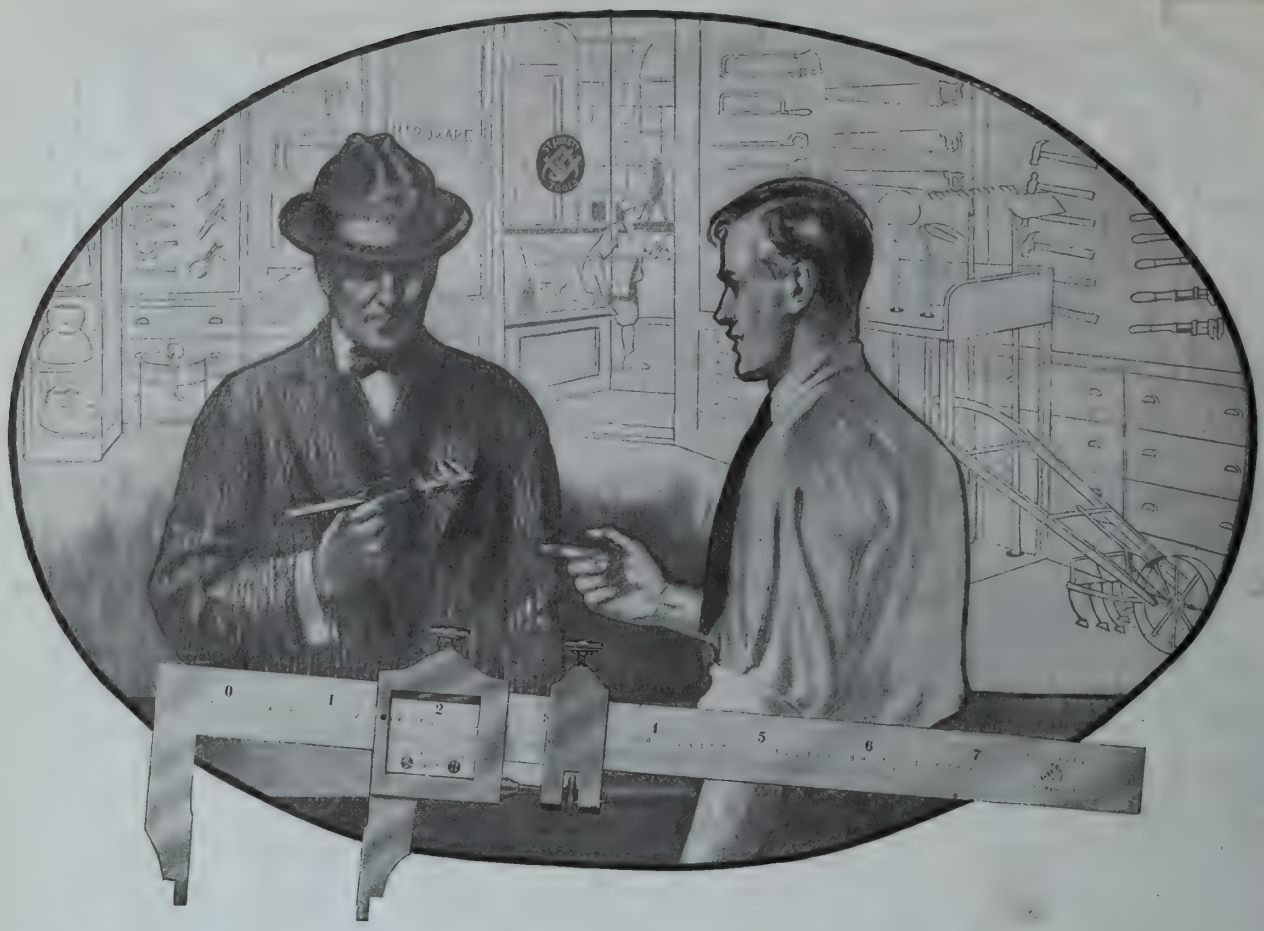
Are we represented where you are? If not, write us.

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver



You can measure 'most anything with Starrett Tools—except the satisfaction they give the men who buy them.

That's what counts in a sale—satisfaction. It brings buyers back to your store again and again, and changes "drop-ins" to steady customers.

For forty years, Starrett Tools have been giving a full measure of satisfaction. Machinists, toolmakers—every man who uses precision tools knows Starrett Tools and Starrett Hack Saws.

"The Tools Mechanics Buy" is full of good tips about winning friends through selling Starrett Tools, and it's snappy, interesting reading, besides. Write for free copies for yourself and your clerks.

They never get a chance to forget them, for Starrett national advertising is a constant reminder. That's why there is a steadily increasing demand for Starrett Tools and Hack Saws. The business of Starrett dealers is always growing, because the Starrett service brings buyers right to their stores.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-82

Sell Starrett Tools

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 32

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA

AUGUST 7, 1920

How Would You Dress This $40,000 Window ?

THE United Cigar Stores Company is said to pay a yearly rental of $40,000 for a two-sided corner window in the Flatiron Building in New York City.

Astounding! You say. Yet we all know the United Cigar Company are a mighty progressive and keen business organization. They certainly would not pay such an enormous sum for a window if it did not return them actual profit, on the investment.

It hardly seems necessary to say that this window display is changed frequently and much attention and thought given to its arrangement.

You dealers may not have $40,000 rentals but the mere fact that store rentals are figured on a front foot basis shows how important the front show windows are.

Your windows may not cost you $40,000, but they are valuable. More than ten people pass your store to every one who enters. Attractive window displays not only bring more customers into your store but often decide a sale before they come in.

Much time, thought and expense are put into the O-Cedar posters, window cards, and signs that are offered to you to make your displays attractive, and we will gladly help you or give suggestions, if you desire, to make your O-Cedar display a real business getter.

Dealers find that a frequent O-Cedar window display serves to focus the attention of the buying public who have read of O-Cedar Merits in the papers and magazines; in which a steady and extensive advertising campaign appears.

O-Cedar Polish

Channell Chemical Co., Limited, Toronto

HARDWARE AND METAL, Aug. 7, 1920. Volume XXXII., No. 32. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

AUTUMN brings bushwork: wood cutting, chopping, splitting; brings "after dark" chores and the many duties around the farm and country home which call for the use of cross-cut saws, buck saws, axes, manure forks, lanterns, etc.

The "Rice Lewis" man can quote prices on a most complete line of such makes as:

Simonds', Shurly & Dietrich's, T. F. Shurly Co.'s, and "Our Jewel" Cross-cut Saws; Happy Medium, Happy Medium Lance, Strathcona or Prince Rupert Bucksaws; Welland Vale and Sager Axes; best makes in Manure Forks; E. T. Wright Co.'s Sheet Metal Products, and Ontario Lantern and Lamp Co.'s Lanterns; Eveready Flashlights, etc.

RICE LEWIS & SON, LTD.
TORONTO, ONT.

If interested tear out this page and place with letters to be answered.

UNIVERSAL

The Trade Mark known in Every Home

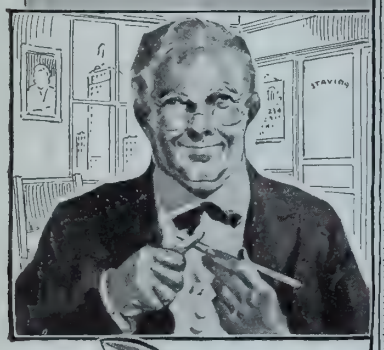
CUTLERY

Cuts A Big Figure In Getting And Holding Trade

When two boys swap knives "sight unseen" each hopes to get the better of the bargain. Neither is willing to subject his knife to scrutiny lest he be worsted in the deal.

There is no "sight unseen" element between the buyer and seller of Universal Cutlery. Neither has desire, nor is it possible to take advantage of the other. One has the goods—the other the money. It is an open visible exchange of **value** for **value.** One gets what he expects in quality the other what he is honestly entitled to in profit.

Cutlery that cuts a big figure in business is keen to please trade. "Universal" is that kind. It is the line for every person, purpose and purse.

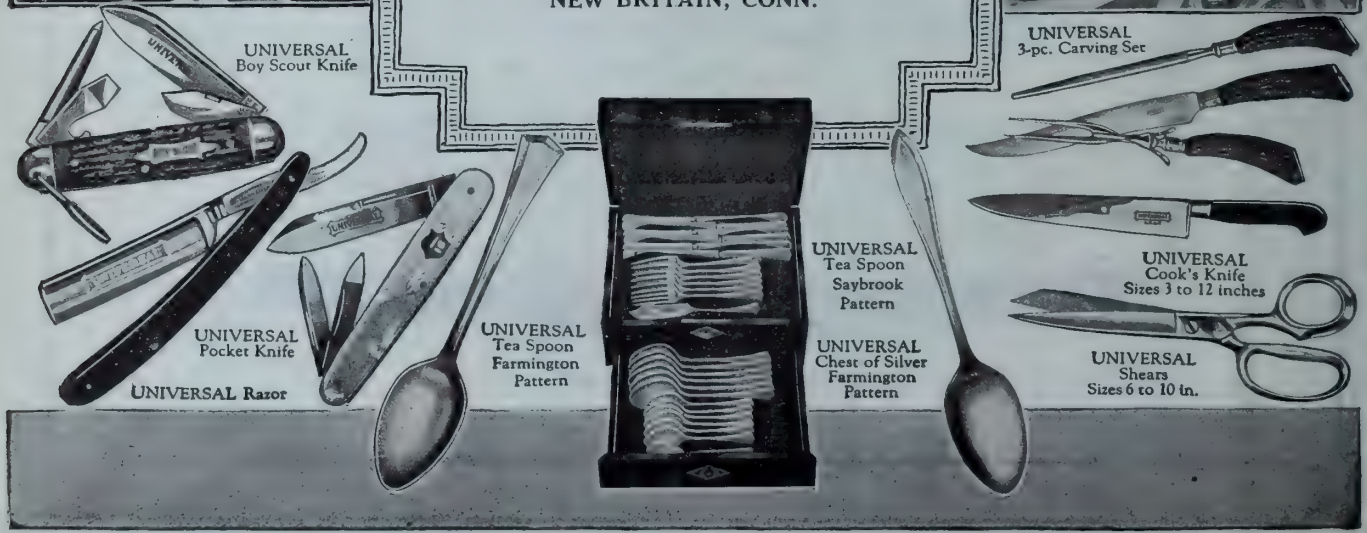


Canadian Representative :

Montreal **A. MACFARLANE & CO., LTD.** Quebec

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.



"Canada"

Flexible Steel Door Hanger

The real test of a hanger is performance "on the job." The "Canada" runs smoothly and easily on anti-friction, steel-roller bearings. It uses the same track as our famous "National" Hanger.

The Braced Rail, shown above at the left is 1¼ x 3-16 inches and is furnished in lengths of 4, 6, 8 and 10 feet; 8 lengths to the bundle.

The farmer was never more prosperous than to-day and probably was never more inclined to

build and repair and generally to improve his buildings than now. 1920 will see a particularly active season in this way. The hardware merchant may expect unusual sales of builders' and garage hardware this year. It brings new customers and nothing holds them like Canada Steel Goods Co. products.

The "Canada" comes neatly and conveniently packed, one pair in a box complete with bolts. Be sure to include "Canada" in your order.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited

Hamilton :: :: Canada

If interested, tear out this page and keep with letters to be answered.

Floor Dressing— Window Dressing

Floor dressing is equally as important to successful business as window dressing. Of what use is an attractive exterior when the interior is neglected? A good window display attracts customers to your store, but the clean merchandise, shelves, and display counters hold them. Dirt repels trade.

IMPERIAL

FLOOR DRESSING

(Standard)

(Formerly "Imperial Standard Floor Dressing.")

—eliminates—banishes—dispels—prevents dust. Dust cannot rise from floors treated with Imperial Floor Dressing. One gallon will treat upwards to 700 square feet of floor surface—one application preserves the floors for months.

Imperial Floor Dressing preserves the surface of wood, linoleum or oilcloth. It does not gum or evaporate, and it *prevents the dust from rising.*

Ask the Imperial Oil salesman.

"Made in Canada"

IMPERIAL OIL LIMITED

Power · Heat · Light · Lubrication

Branches in all Cities

If interested, tear out this page and keep with letters to be answered.

WHEN LINCOLN FREED THE SLAVES

BOURNE SPOONER was an overseer in a rope walk in New Orleans, employing slave labor exclusively. He was a northern man, a strong opponent of slavery. He saw the economic inefficiency of unpaid labor. He believed that better rope, at less cost, could be made in the north by free men. So he resigned his position and in 1824 came back to New England to prove his contention, choosing Plymouth as the site for his new rope walk.

When in 1863 Abraham Lincoln signed the historic document that struck from over a million black men the shackles holding them in bondage, this company had proven over a period of 39 years that slavery was an economic waste.

The rope made at Plymouth was good rope — so good that the old rope walk has expanded until the buildings of the company now house the largest rope works in the world.

PLYMOUTH ROPE

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

No. 12

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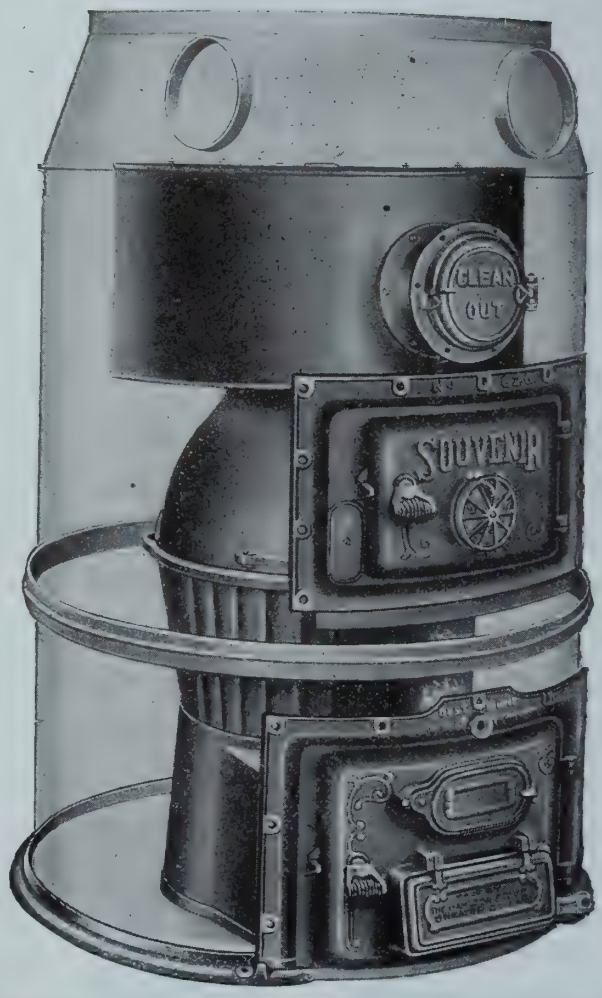
SOUVENIR
WARM AIR FURNACE

BURNS COAL OR WOOD — QUICK SELLER — GOOD PROFIT



This furnace is a wonder for the price. It is one of the biggest sellers in our shop. Made in small sizes which makes it particularly suitable for use in workingmen's houses.

Made with one piece, heavy corrugated firepot, and equipped with a Smythe Triangular Pattern grate, recognized as the best type of Triangular Bar Grate.

The Souvenir can be sold at a surprisingly low price and yet allow you a very liberal profit.

Would you care to have us mail our new Catalogue describing our complete line of Furnaces, Stoves, Ranges, and Builders' Hardware?

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives

MR. W. G. CHESTER, Hamilton St., Vancouver

MR. F. C. MOORE, 143½ Higgins Ave., Winnipeg

If interested, tear out this page and keep with letters to be answered.

"Where there's a WILT—there's the Way"

WILT

HIGH SPEED AND CARBON TWIST DRILLS REAMERS AND MILLING CUTTERS

What Do You Say

—when a **Drill Customer** enters your store? Talking about the weather will never sell him. A mechanic must have facts. He knows the need of a good drill in his work.

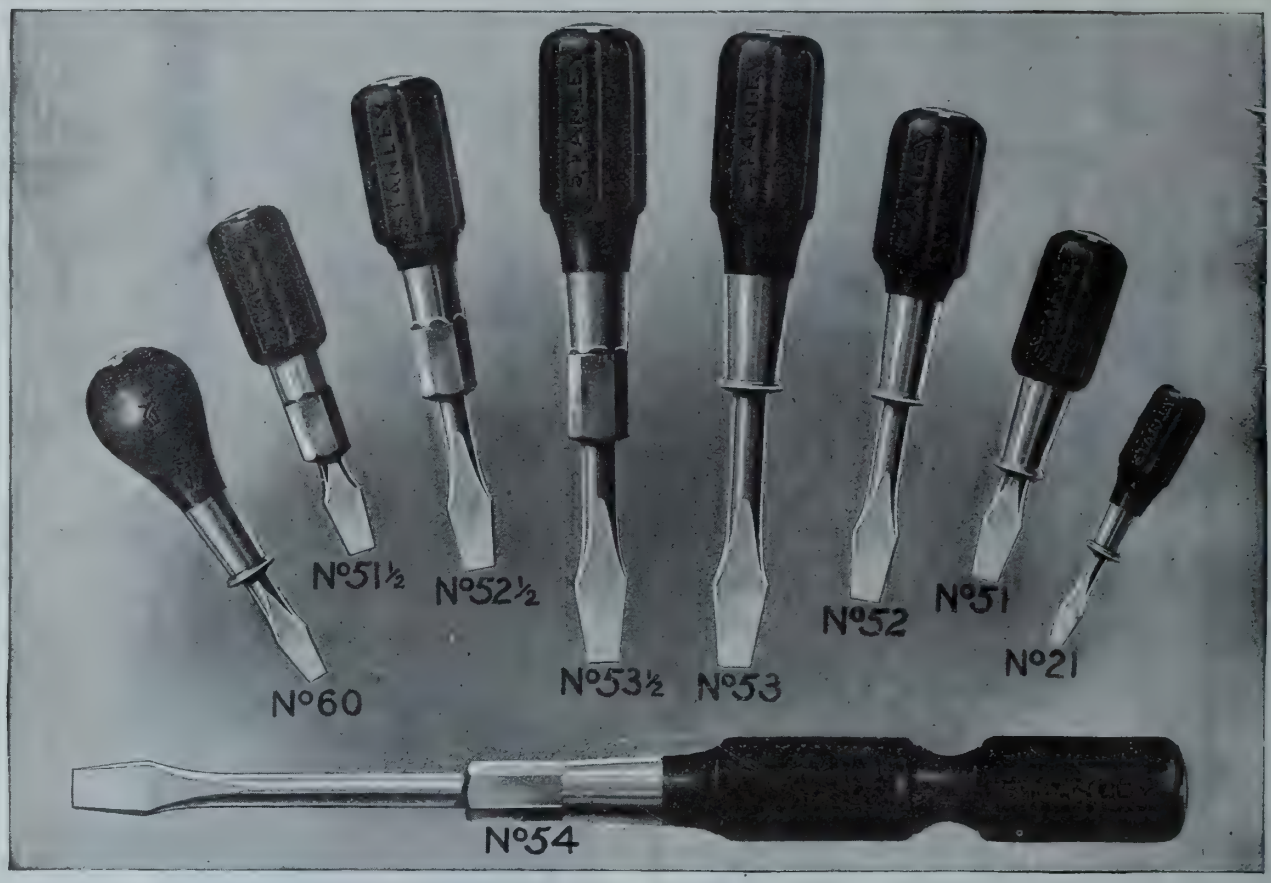
WILT Twist Drill Facts are concrete. They have a ring of truth and selling value to them. They answer the questions of the expert mechanic. They sell the goods, make sales and win prestige for the dealer.

The years of satisfactory service that **WILT DRILLS** have been giving the trade has earned for them the title of "Quality Products."

The same reputation is back of **WILT Reamers and Milling Cutters.** You will find them as easy and profitable to sell. Armed with **WILT Facts** and a stock to back you up, you will be in a position to capture more worth-while business. May we help you to do it? Write us now for full particulars on the selling value of **WILT Products.**

WILT TWIST DRILL COMPANY
OF CANADA, LIMITED **WALKERVILLE, ONTARIO**

Trade WILT Mark



Stanley Tools

Made in Canada

The illustration above shows a line of Screw Drivers which should be in the store of every dealer who prides himself upon carrying a complete stock of tools.

It is an assortment of SPECIALS that will appeal to many of your customers.

For instance—No. 21, shown at the extreme right of the picture—blade only 1½ inches long, just fits the vest pocket, a strong little Driver and very handy.

Also No. 60—shown at the left—only 1⅝-inch blade, but with a big sure grip handle. For heavy work into close corners it cannot be beaten. Used by Plumbers, Machinists, Millwrights, etc.

Nos. 51, 52 and 53—Called MACHINISTS' DRIVERS—Big, broad tips for large screws and extra large shanks for heavy work.

Nos. 51½, 52½ and 53½ — also Machinists' Drivers, have hexagon nut on shank for use with a wrench.

No. 54—Note the DOUBLE GRIP, also the hexagon feature for wrench. With this latter Driver one can turn anything.

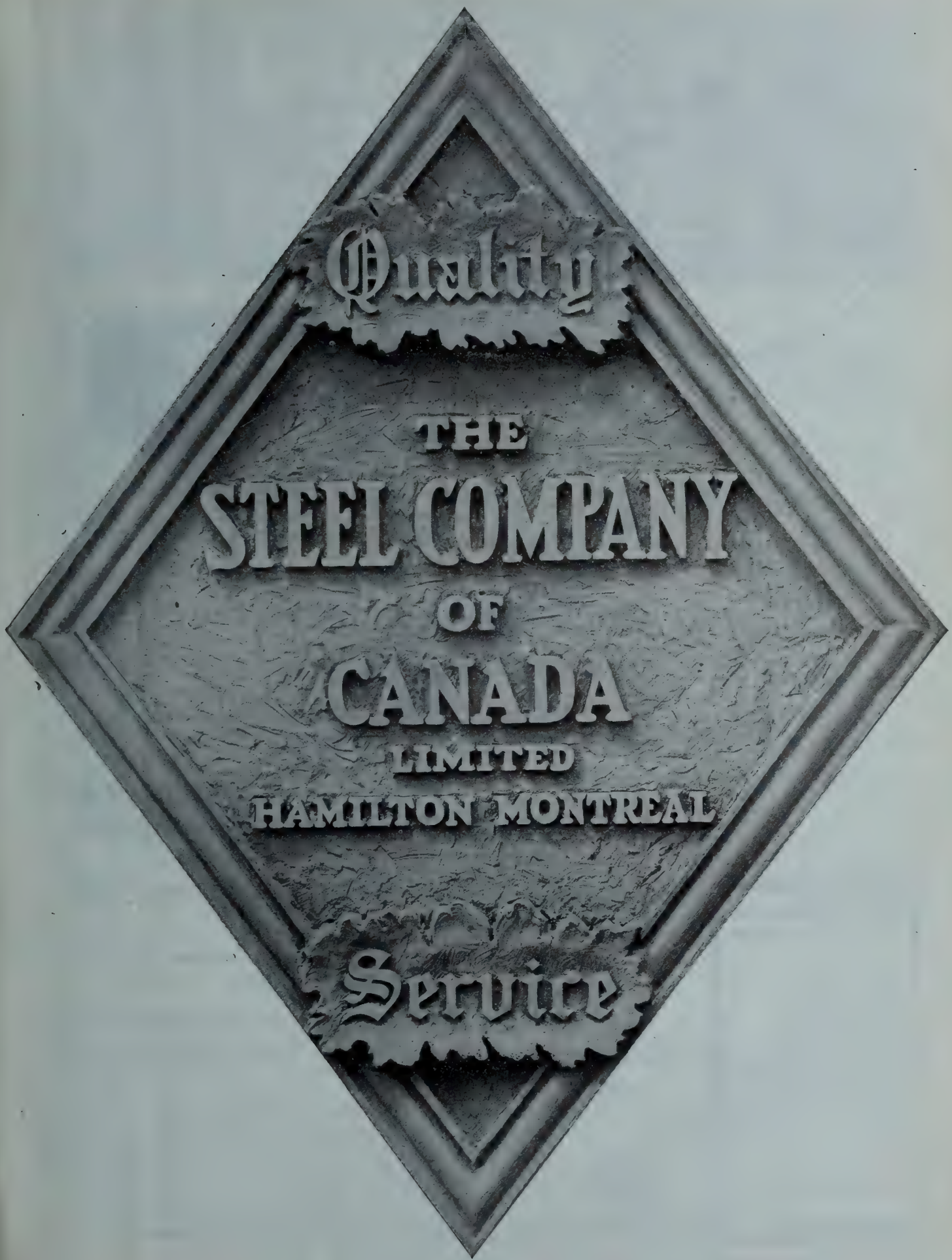
We make other drivers. See Catalogue.

Address all Communications to

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives: A. Macfarlane & Co., Limited, Montreal, P.Q.

If interested, tear out this page and keep with letters to be answered.



If interested, tear out this page and keep with letters to be answered.

The clerk makes a complete record at the time of the sale.

The record made at the time of the sale is placed in the credit file. No further recording or bookkeeping is necessary.

One writing completes the record of a charge sale

by the N. C. R. method of handling credit accounts

After the clerk makes the original record at the time of the sale, no further recording, posting, or bookkeeping is necessary until money is paid on the account.

And every account is always kept up to the minute—ready for instant settlement.

Thousands of merchants in all lines of business are now using this up-to-date N. C. R. Credit File.

They find that it is the safest, quickest, and most economical credit system they could use. It saves them time and money.

Fill out this coupon and mail it to-day

Dept. 27
The National Cash Register Co. of Canada, Ltd.
97 Pelham Ave.,
Toronto, Ontario:

Please give me full particulars about the N. C. R. Credit File way of handling credit accounts.

Name .....

Business .....

Address .....

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary	714 Second Street W.	London	350 Dundas Street
Edmonton	5 McLeod Bldg.	Ottawa	306 Bank Street
Halifax	100-102 Granville Street	Quebec	133 St. Paul Street
Montreal	122 St. Catherine Street W.	Regina	1820 Cornwall Street
Hamilton	14 Main Street E.	Vancouver	524 Pender Street W.
Toronto	40 Adelaide Street W.	St. John	86 Prince William St.
Winnipeg	213 McDermot Avenue	Saskatoon	265 Third Avenue S.

FACTORY: TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS

Ratchet Micrometer Caliper

Goodell-Pratt Ratchet Micrometers present a new form of construction that all users of these tools will appreciate.

The Ratchet Stop is operated by a large knurled ring, conveniently located where it can be readily operated by the same hand that holds the micrometer.

No. 2 R

This mechanism, by always applying an equal pressure, assures more uniform and accurate measurements.

A Speeder is provided for running the screw in and out. We guarantee the accuracy of these micrometers.

As for its material and manufacture—out of thousands supplied to the U.S. Navy, not one was rejected, and the Navy inspection tests are the severest in the world. Note especially that the lead screw is hardened tool steel and runs through a hardened bushing.

Mr. Punch Says:

The best of being a Toolsmith dealer is that you remain more than ever your own boss. It's just a better chance to prove what you can do in the way of display, local advertising and store salesmanship

Goodell-Pratt Company

Toolsmiths

Greenfield, Massachusetts, U. S. A.

If interested tear out this page and place with letters to be answered.

15 Sales Offices Backed by the 100% Standard of Quality

THE Canadian Fairbanks-Morse Company Limited reaches out to you through its sales houses and offers the service and satisfaction that is assured by its 100% standard of quality and service.

To be able to turn to an institution that dominates its field in the industrial world is to safeguard the character of the merchandise you buy. To deal with an organizationthat is doing business at your very door puts upon the man you know that "responsibility which is the conscience of business."

Every one of these 15 offices has been established to bring to you the full advantages and benefit that have made The Canadian Fairbanks-Morse Co. Limited a national institution. Here in these offices is offered everything mechanical that your business requires — they centralize your purchasing—group your orders—bulk your shipments and send but one invoice. And when you buy from The Canadian Fairbanks-Morse Co. Limited you are guaranteed the 100% standard of quality and service in product and organization.

Make our nearest office your buying centre—our catalogue is your buying guide —our 100% quality seal your guarantee.

The Canadian Fairbanks-Morse Co., Limited

Canada's Departmental House for Mechanical Goods

Halifax St. John Quebec Montreal
Ottawa Toronto Hamilton
St. Catharines Windsor Winnipeg
Regina Saskatoon Calgary
Vancouver Victoria

2

If interested, tear out this page and keep with letters to be answered.

Is This from Your Town?

Brown & Sharpe Mfg. Co,
Providence, R. I.

Gentlemen:-

Please send me at your earliest convenience, your latest catalog of small tools—such as vernier, micrometers, rules etc.

I have a set to...

It means an interested prospect

about to purchase tools. It will be an easy sale because he knows Brown & Sharpe tools by reputation if not from experience.

Thousands of catalogs are sent out in response to requests like the above.

Many of them reach *your* town.

An all-year source of profit if you carry

BROWN & SHARPE
MACHINISTS' TOOLS

Send to-day for Catalog 28

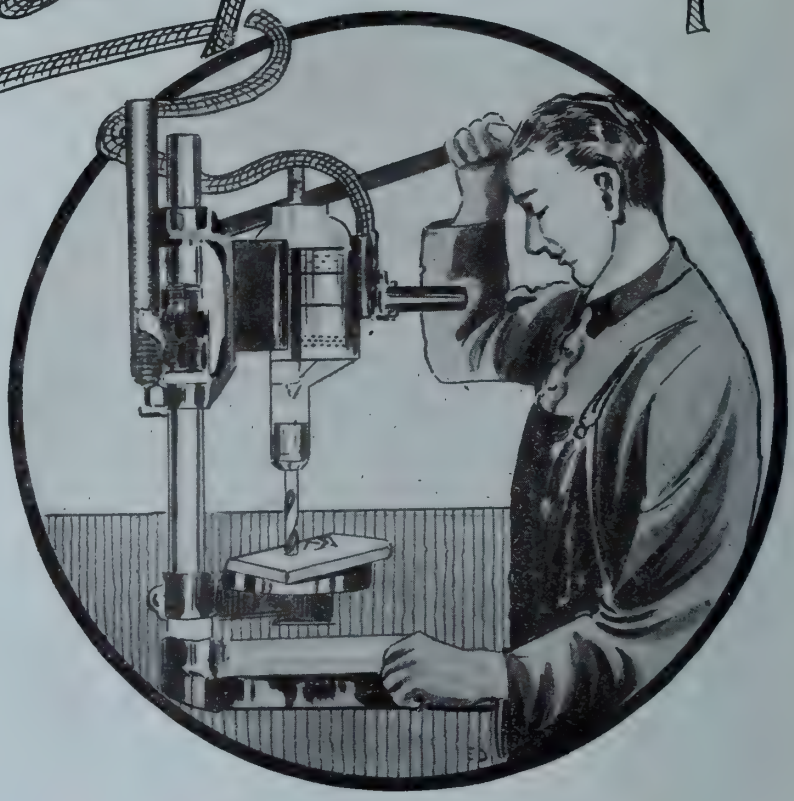
WE PROTECT THE DEALER

BROWN & SHARPE MFG. CO.

Providence, R. I., U. S. A.

If interested, tear out this page and keep with letters to be answered.

Butterfield



Another Name for

Accuracy, Speed

Dependability

Good Retail Sales

and Satisfied Customers

Butterfield Tools—high speed and carbon twist drills, milling- and gear-cutters, taps, dies and reamers—have so firmly established themselves in Canadian Industry that the name Butterfield is almost synonymous with accuracy, speed, dependability, and good work to the machinist, and of good sales and prosperity to the merchant.

Butterfield tools have many friends. They have been successful in the markets for about forty years. During that time efficient machinists have learned to feel a strong regard and esteem for Butterfield tools. Every machinist knows that Butterfield's increase production. Every "piece-worker" prefers Butterfield tools.

It is scarcely necessary to remind the Canadian hardware trade of the years of good sales and satisfied customers enjoyed by merchants with Butterfield Tools. That is well known in most hardware store tool departments.

Butterfield & Co., Division

UNION TWIST DRILL CO.

ROCK ISLAND, QUEBEC

FOREIGN REPRESENTATIVES:—Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway, and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Housman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

If interested tear out this page and place with letters to be answered.

Story for Week Dated August 7th, 1920. **Being No. 17 in the Series**

Indian Trapping Scene at Camp Where Eddy Match-Wood Is Cut

FUR-BEARING animals roam over the wide extent of the Eddy Company Timber Limits, and the Indians every season bring in their catch of furs to the Dumoine Depot. The scene is reminiscent of the early Hudson's Bay days, and is in itself a reminder that the Eddy Company ranks with Canada's pioneer organizations.

In the picture above the Indian Trappers are seen with their canoes laden with furs, arriving at the Dumoine Depot. In the background is a scow used for freighting supplies and equipment over the Lake in tow of the S.S. Alligator, as pictured in a previous illustration in this series.

Close to the scow, on the wharves, may be seen E. B. Eddy Company lumber piled ready for its journey down river to Hull to be converted into matches, paper, or indurated ware. When you see the sources of supply for Eddy Company raw materials, you realize that every splinter in an Eddy Co. match-stick, every fibre in an Eddy Co. paper bag or sheet of wrapping paper, every portion of an Eddy Co. indurated ware article is a little bit of Canada doing its little bit usefully in the development of Canadian Trade.

Eddy's Butter Tub

Eddy's Indurated Ware

Without Seams and Hoops

Wash Tub

If interested, tear out this page and keep with letters to be answered.

A tool is as good as its maker

WHETHER for the skilled mechanic, the master carpenter, or the every day job about the house, garage or barn, your tools are a gauge of your workmanship—your means of expressing your creative self.

This creative instinct that rules every man's heart is the guiding spirit of attainment in the Millers Falls factory. Here among New England's peaceful hills it has found full expression for over fifty years in the craftsmanship of skilled toolmakers. Here you may find father teaching son the lesson that painstaking care for details and respect for his work bring lasting rewards.

Ask your hardware dealer about Millers Falls Tools. Look at them. handle them,—bit braces, hand and breast drills, auger bits, automatic screw drivers, mitre boxes, hacksaw frames and others. They feel "right" in your hands—their perfect balance and fit tell you that they will be your reliable, lifelong friends.

In and out Screw Driver No 41 An efficient, rapid working, powerful household and workshop tool, for quickly driving or withdrawing screws by repeated forward thrusts of the handle.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.
Sole Distributors of Star Hack Saw Blades

MILLERS FALLS TOOLS

In New England's Peaceful Hills

This advertisement helps too. It appears in the Saturday Evening Post for July 24th.

MILLERS FALLS TOOLS

If interested tear out this page and place with letters to be answered.

He Saw This Millers Falls Ad.

in the Saturday Evening Post and so he stopped in at the leading hardware store in his neighborhood. That No. 41 Screwdriver would be just the thing to use around his motorboat.

But the salesman didn't let his interest stop there. A little questioning—and out came a No. 12 Millers Falls Breast Drill. The customer tested its balance, felt the free run of its gears, admired its fine finish. A word and a touch showed how the gears were shifted —and the sale was made.

Alert hardware dealers know that the "talking points" of Millers Falls Tools make it easy to hold the attention of the craftsman, be he amateur or professional. They tell us that every Millers Falls tool in service is a salesman for its fellows. Bits, braces, hand and breast drills, mitre-boxes—each through its performance speaks of the merits of the entire line.

MILLERS FALLS COMPANY

MILLERS FALLS, MASSACHUSETTS

Sole Distributors of Star Hack Saw Blades

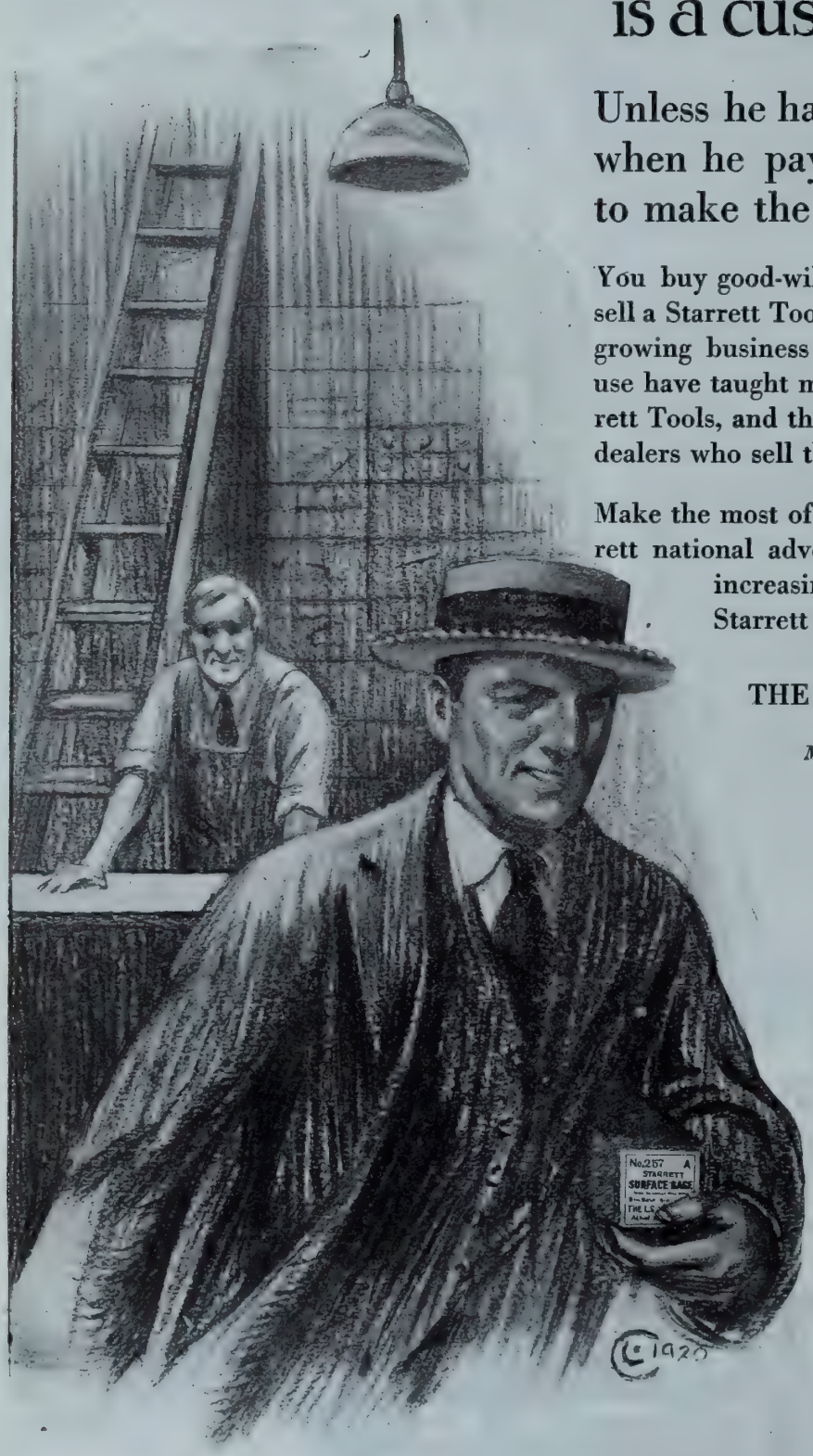
If interested tear out this page and place with letters to be answered.

YOUR BEST "BUY" is a customer's good-will

Unless he hands *that* over the counter when he pays his bill, it's better not to make the sale.

You buy good-will and gain a friend whenever you sell a Starrett Tool. That accounts for the constantly-growing business of Starrett dealers. Forty years of use have taught mechanics to rely absolutely on Starrett Tools, and they have the same confidence in the dealers who sell them.

Make the most of the new business created by Starrett national advertising, by supplying the steadily increasing demand for Starrett Tools and Starrett Hack Saws.



THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

Have you read the "Tools Mechanics Buy"? Better write for free copies for yourself and your clerks.

42-84

Sell Starrett Tools

If interested, tear out this page and keep with letters to be answered.

A Quartet of Leaders

IDEAL
Water Power Washer. City water pressure does the work.

In which every desirable feature is embodied. 35 years' experience is built into every one of our large assortment—for hand-power; water-power; electric-power and engine-drive. A model to suit the requirements of every family and every purse. All of proved value.

PLAYTIME
Combination Hand-Power and Belt Drive Washer.

SEAFOAM
Combination Washing and Wringing Machine Electrically Driven.

Washing machines with an established reputation, having stood the test of time. Canadian-made in the largest washing machine and wringer factory in the British Empire — and saleable at reasonable prices — afford the dealer an opportunity of doing a large and satisfactory washing machine business.

Jobbers sell and recommend them because they know we make the best and stand behind our goods to the limit.

Manufacturers of Arrow Brand Clothes Wringers.

NEW CENTURY JUNIOR
Swinging-Tub Hand Power Washer.

DOWSWELL, LEES & CO., LIMITED
HAMILTON, CANADA

Western Representative :
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative :
JOHN R. ANDERSON
MONTREAL, QUE.

If interested, tear out this page and keep with letters to be answered.

YOUR BEST ASSET.

A SATISFIED CUSTOMER.

SELL HIM

P.H. or IMPERIAL FILES,

AND ASSURE HIM

P H

IMPERIAL

The FASTEST CUTTING, LONGEST WEARING and BEST SELLING Files Made in Canada.

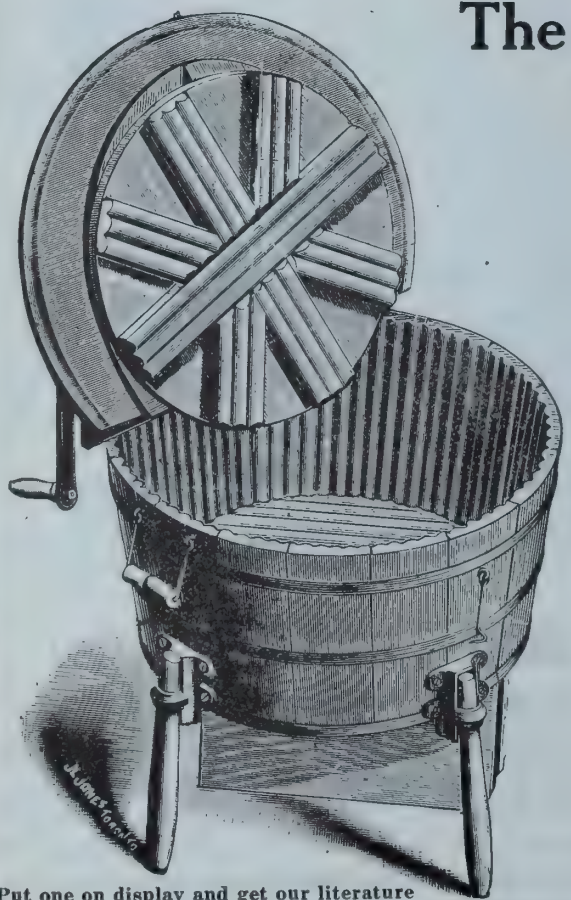
Your Jobber Stocks Them.

BE FILE-WISE.

INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Company, Limited, Sole Distributors,
INGERSOLL, ONTARIO.

INGERSOLL



Put one on display and get our literature

The "STEPHENSON" Washing Machine Sells Readily

It requires but a few moments of your time to explain the merits of the Stephenson Water Power Washing Machine—and then the sale is completed. Your customer will have no reason to doubt your statements, because each and every wash day will prove your claims for the "Stephenson" in their entirety.

We urge that you prominently display this washing machine in your store. All details as to prices, sales helps and literature are here for the asking. Write us now. It's in your best interests to do so.

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS

Guelph, Ont.

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

TAYLOR-FORBES CO., LTD.
1070 Homer St., Vancouver

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

H.F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

If interested, tear out this page and keep with letters to be answered.

There's Good Profit on Accessories

If You Buy From This House

Dealers are finding that auto accessories are quick sellers and allow them a good profit. All our lines are carefully selected and are known by motorists. Whatever you want for a motor car—write us, we have it.

The Trees Line is Complete

There is a big advantage in buying all your accessories from one house. Prompt shipments and the best goods have built us a big business. Can we serve you?

Samuel Trees & Co., Limited

42 Wellington St. E. - - Toronto

WARD & PAYNE'S

ANVIL BRAND

W P

SHEFFIELD

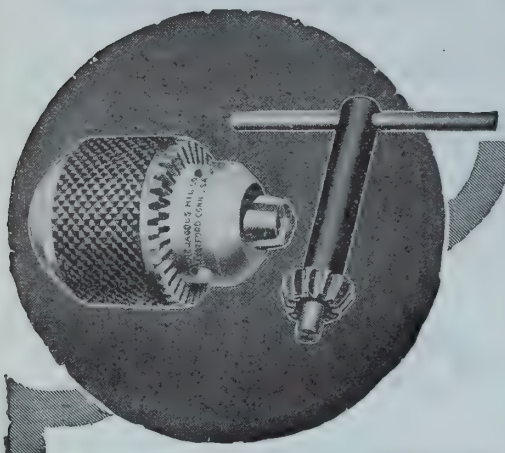
The **Anvil Brand** of celebrated Tools have been manufactured in England for the last 100 years. In that time the **Ward & Payne** Trade-mark has become a mark of distinction that stands for the **highest quality** in light-edge tools. Build your sales on this excellent reputation. The tradesman takes pride in the possession of a **Ward & Payne** and the dealer makes a splendid profit in selling him.

We are in a better position than ever to supply the Canadian market. Order from your jobber or write our nearest agent.

ALEXANDER GIBB, 3 St. Nicholas St., Montreal.
SHERMAN F. AINSLEE, 62 Temperance Street, Toronto.
BISSETT & WEBB, LIMITED, Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

JACOBS CHUCKS



Their performance has been checked up and O.K'd by the man who works with them and by the man who pays for them.

That's why Canadian Hardware Dealers handling mill supplies have found Jacobs Chucks a most profitable line.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

Think What It Means To Sell Valves With A 56 Years Reputation

Fifty-six years ago the standard of valve value was definitely established by Jenkins Bros. Since then a host of inferior imitations have appeared on the market but by strict adherence to the original high standard and by constantly striving to improve upon it Jenkins Bros. have still the undisputed lead in valves of merit—**guaranteed** for service by the Diamond Trade Mark cast on the body.

The more particular your valve customer may be the more confidently you may recommend the valve with the Diamond Trade Mark.

And the Diamond Trade-Marked Valve line is complete—a dependable valve for every purpose.

Jenkins Bros.
LIMITED

TRADE JENKINS MARK — TRADE JENKINS MARK

Head Office and Works: 103 St. Remi St. Montreal, can.

Jenkins Bros EUROPEAN BRANCH: 6 GREAT QUEEN ST. KINGSWAY. LONDON W.C.2. ENG. Jenkins Bros

Agencies in all the Principal Countries of the World

If interested, tear out this page and keep with letters to be answered.

We are Exhibiting a Full Range of

J. & S. British Made Small Tools

at the

National Exhibition, Toronto

and shall have inquiries from buyers in your district. Get the **J. & S.** range of Small Tools in stock at once and so enable us to pass inquiries and orders to you for

Centre Drills
Drill CHUCKS
Scroll CHUCKS
Drop-forged Tool-Holders
Boring Bars
Mandrels, etc.
Cutting-off Tools
Knurling Tools
Thread-cutting Tools
SLEEVES
SOCKETS
Machine Vises, etc.

Ask us immediately for samples and literature

A.A. Jones & Shipman LIMITED
LEICESTER.

Canadian Office and Warehouse:
Page Building, Corner King and Jarvis Streets, TORONTO

If interested, tear out this page and keep with letters to be answered.

DISSTON LEVELS

Disston Levels are made from specially treated hardwood stock—wood that has been scientifically cured in the Disston plant, so treated as to allow the least possible warp. It is admitted that Disston Levels cause less trouble from warping than any others.

The House of Disston has developed the most perfect level adjustment on the market. The turning of two small screws enables anyone to true up the bubble. This is a most simple arrangement to offset the almost inevitable slight variation due to heat, cold, dampness, etc.

Disston Levels are made as carefully and as expertly as Disston Saws, and are guaranteed right as are all Disston Brand products.

HENRY DISSTON & SONS, LTD.

TORONTO, CANADA. BRANCH: VANCOUVER, B.C.

"STERLING" Dairy Pails

We should be glad to supply in addition to our general catalogue, information on Ranges, Stoves, Enamelled Signs, Tinner's Trimmings, etc., etc.

With body of the finest, quality XXXX tin strongly wired, the ears are made of extra heavy steel tinned, and are reinforced on the inside to the body by a steel band.
Another feature that gives great satisfaction is the outside soldering around the wires and ears —this leaves no crevices for milk to lodge and decay, and, therefore, ensures a more sanitary pail.

Davidson's pails are strong, sensible and durable.

The Thos. Davidson Mfg. Co. Limited

Head Office: 187 Delisle Street, Montreal
Branches: Toronto and Winnipeg
Steel Foundry Division
Lachine Canal, Turcot

DAVIDSON

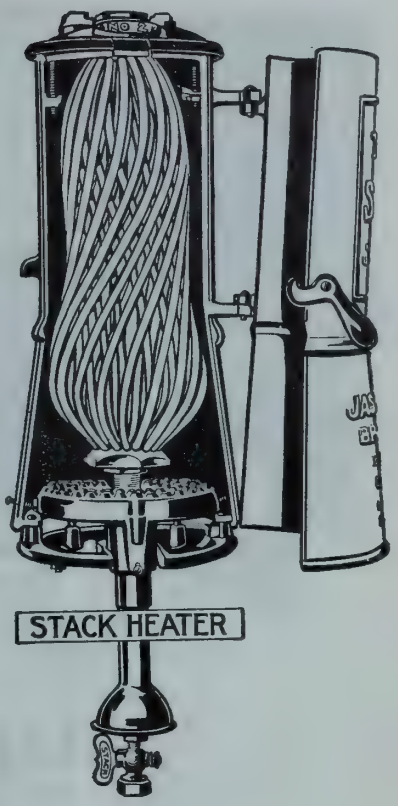
If interested, tear out this page and keep with letters to be answered.

Will Heat Water Faster With Less Gas

STACK HEATER

The Stack Hot Water Heater will heat water in one minute, and with less gas. These are the strong points which make easy selling for the Stack Heater.

When your customers see how the water passes into the numerous small pipes exposed to the hot gas flame, they understand. It requires no technical knowledge to see that the water will heat faster in the numerous small pipes than in one large coil.



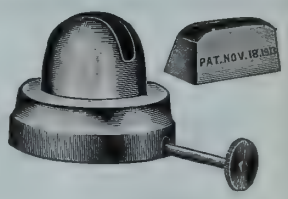
Send for Stack Heater Display Card

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West - Toronto

A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

The Schultz Manufacturing Company
LIMITED
HAMILTON, CANADA

Give us your Wholesaler's name and we we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

If interested, tear out this page and keep with letters to be answered.

Coal or Wood

The Tropic Ranges embody Service, Quality and Confidence. They are modern in construction having detachable and interchangeable reservoirs and parts.

Warranted for Cooking, Heating and Economy.

WRITE FOR CATALOGUE

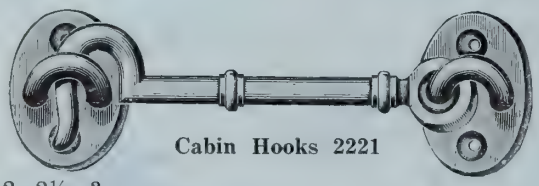
Adam Hall Limited

Peterborough, Ontario

JAMES CARTLAND & SONS LTD.

BIRMINGHAM, (ENGLAND)

BUILDERS & GENERAL BRASSFOUNDRIES



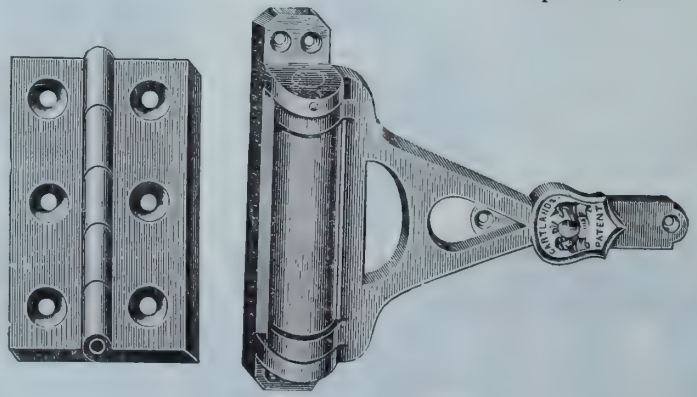
Cabin Hooks 2221

2, 2½, 3

Canadian Representatives

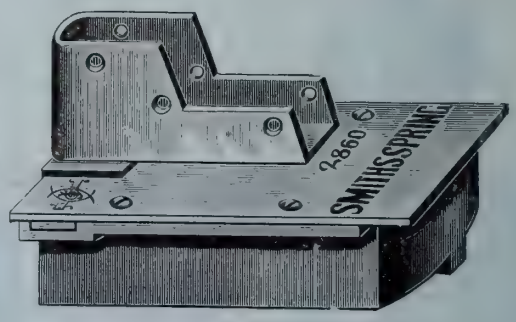
G. Smith, 18 Stair Buildings, Toronto.

R. R. Sutherland, 402 Confederation Life Buildings, Winnipeg.



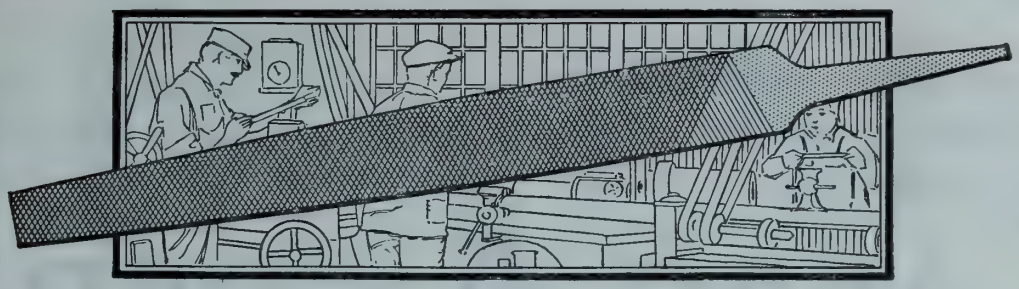
5150. Machine Made Hinges.
Made in all Standard Sizes

5355. Helical Door Springs
Made Adjustable and also Non-adjusting.



2860. Smith's Floor Spring
Made Light, Medium and Strong.

If interested tear out this page and place with letters to be answered.



Established Demand--Quick Turnover

The demand for Famous Five Files has been thoroughly established by over fifty years of unvarying quality.

They are recognized as the standard of file efficiency.

To the dealer, this spells quick turnover and sure profits.

To provide for this quick turnover, we carry big reserves, so you may replenish your stock promptly through your jobber. The Famous Five brands are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

MADE IN CANADA BY

NICHOLSON FILE COMPANY

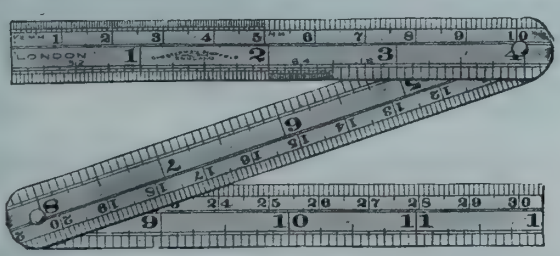
PORT HOPE - ONTARIO

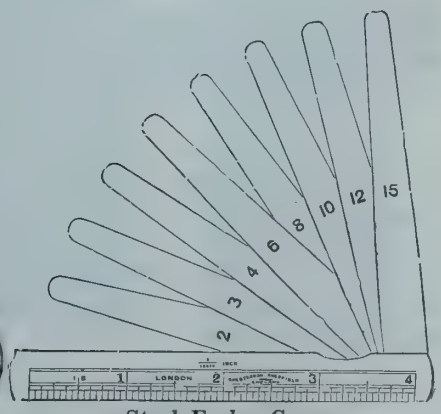
Wind-up Measures, Steel, Linen and Metallic. With Improved Patent Flush Handle.

JAMES CHESTERMAN & CO., Limited

SHEFFIELD, - ENGLAND

Manufacturers of Measuring Tapes, Steel Rules, Straight Edges, Surveyors' Band Chains, Engineers' Tools.





Steel Feeler Gauge

For Prices, Catalogs, etc., Apply to

F. H. SCOTT, 404 Coristine Bldg., MONTREAL

If interested tear out this page and place with letters to be answered.

The average dealer usually carries various types of Cordage, each possibly efficient in its own limited sphere; why isn't it good business to concentrate on the sale of

AERO CORD

which gives superior efficiency for all purposes, thereby reducing stock and eliminating much unnecessary detail work and which will result in a larger percentage of profit.

AERO CORD will give equal satisfaction indoors or out.

If your Jobber cannot supply you write us.

THE AERO MFG. CO., Limited

Factory: LENNOXVILLE, QUE. **SHERBROOKE, QUE.**

Western Agents:
THE H. L. PERRY CO., LIMITED
Winnipeg, Man.

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

If interested, tear out this page and keep with letters to be answered.

Pliers

Best Swedish Steel

The F. E. Lindstrom Pliers and Nippers are made in Sweden of the best Swedish steel. The quality of this well-known make is acknowledged the world over as unsurpassed. Dealers find them easy to sell. Customers are delighted with their service-giving satisfaction. This results in permanent new customers and welcome profits for the hardware man.

Write for Price List

Canadian Agent:
F. W. Lamplough & Co.
46 Alexander St., Montreal
Manufacturer:
F. E. Lindstrom, Sweden

FISHING TACKLE!

Incomparable INCOMPARABLE REGISTERED TRADE MARK. **Brand**

Buyers are respectfully requested to place their orders for early delivery 1921, NOW
Our Mr. Thos. Tully will visit Canada earlier this year, beginning his trip in July, and he hopes to receive a continuance of the kindness and courtesy hitherto extended to him by our many friends in the Dominion.

Ludgate, Ryder, Thomas & Co.
Clive Road
Redditch - England
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois.

MADE IN CANADA

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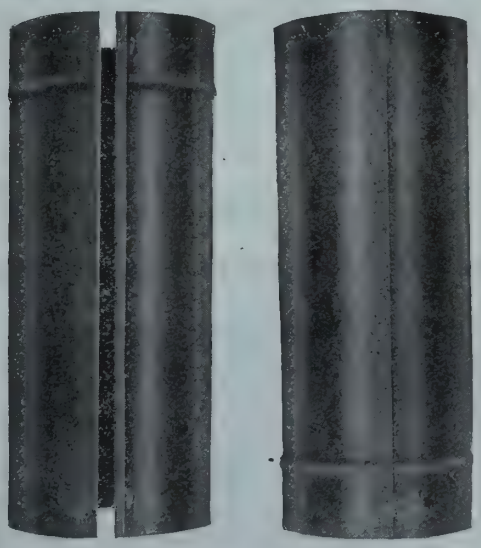

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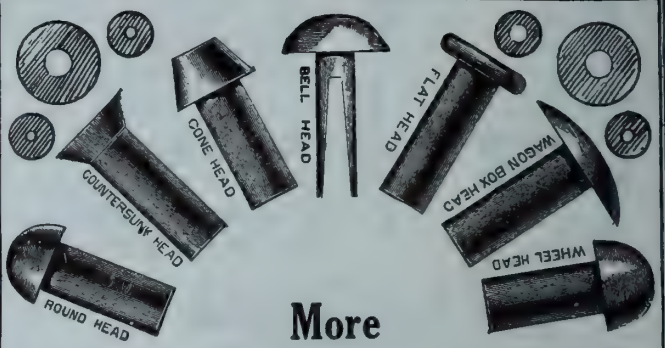

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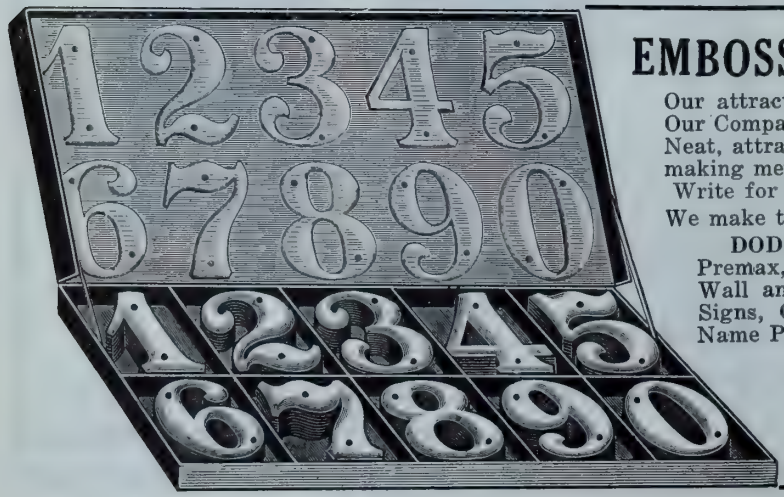

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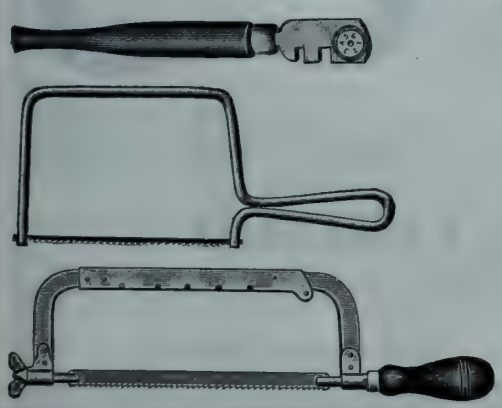

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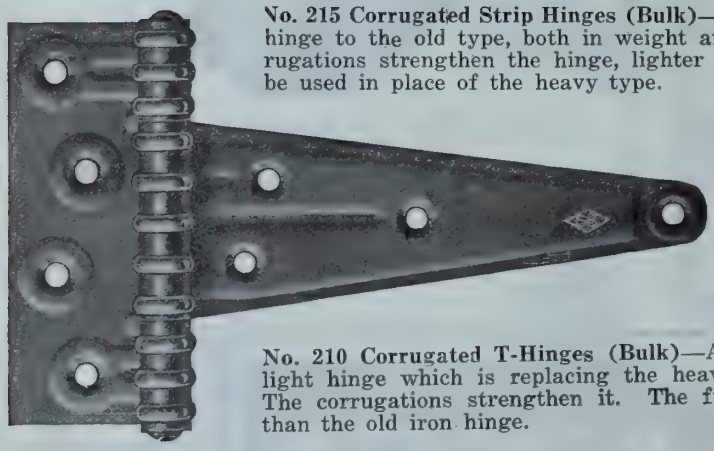

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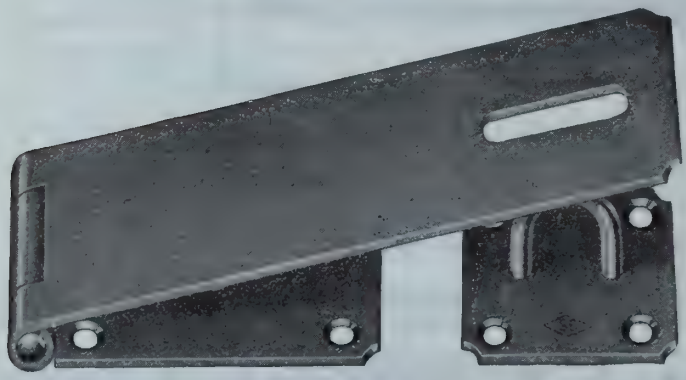

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, AUGUST 7, 1920 No. 32

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JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggist's Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D DAVIS, *Manager.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone, Adel. 5740; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. West.

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HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, AUGUST 7, 1920. No. 32

Makes Most of Trade Opportunities

Novel Features of Summer Resort, Household Goods and Paint Trade as Adopted by Robert Hawkins, Smiths Falls, Ontario—Opposes Taxation Plan as a Factor in Increasing Prejudice Against Retailer—Arguments Which Have Proved Effective in Developing Paint Business

Mr. Hawkins believes that the plan of taxation imposed by the Government, namely, the collection of luxury taxes through the retail trade, is making a prejudice against the retailer who is called upon to bear the brunt of facing the customer, do the collecting gratuitously and make the returns, while the only thanks he gets is to be compelled to absorb the tax himself in some cases.

"Why should we be tax collectors for a Government that immediately uses the money to justify itself in voting the members an increased sessional indemnity while our time is required without remuneration?" asks Mr. Hawkins.

MAKING the most of one's opportunities is a very important factor in modern merchandising, and its full effectiveness is realized by Robert Hawkins, hardware, of Smiths Falls, Ont. There are many distinctive features of trade to be found in Smiths Falls and district, though perhaps these are no greater than exist in any other centre, but the important thing is to take advantage of them and make the most out of their possibilities.

There are months in mid-summer which are looked upon as being dull by many in the trade. Customers are away on holidays and others are not desirous at that time of year of doing any little fixing up that may be necessary around the house. But did it ever occur to the merchant that he might possibly follow his customers to their summer resort and get as much of their business as possible while away? A great deal of supplies used for fitting up the summer cottages and for the comfort of those on holidays during the summer are sold through the hardware store, but generally this business goes to the general store or to any other type of merchant who is nearby and who can supply such requirements. Not so with Robert Hawkins. In this case his local business has firmly established itself in the hearts and minds of many of the town's oldest inhabitants. His reputation is good and because he has told his customers that he wants their business when they go to summer resorts, he gets it, or the most of it.

A chain of beautiful lakes extends practically all the way from Smiths Falls to Kingston and these are dotted with islands, on the most of which are to be found cottages owned by people from the cities and towns nearby and some owned by people from centres farther afield, some from the United States. A supply boat is the recognized means of communication between the cottages and the source of supplies and on practically every trip it carries its capacity of all the various lines required by summer cottagers.

Boat Officials Bring Orders to Town

Orders are either mailed or brought to town personally by the officials of the boat and a very quick service is given in shipping out the required supplies. Not only do Mr. Hawkins' town customers send him orders, but very often someone occupying the next cottage to them wants something and it only requires a word of recommendation to send another order on the way. Oil stoves, refrigerators, camp cots, chairs, flashlights, oilcloths, floor mats, fishing tackle and other sporting goods are among the chief lines which are ordered in this way. It is significant that when the cottagers return to town for the winter Mr. Hawkins finds he has not only strengthened his hold on regular customers, but has added new ones, who have called upon him for requirements while away at the summer cottages and have been pleased with the service given.

Fishing is a very popular pastime and sport among the men of Smiths Falls and district nearby. Numerous lakes well supplied with fish and attractive haunts in abundance are factors which make for much interest in fishing. For this reason it is well to keep a window display of fishing tackle always on view. This plan is followed in the Hawkins store, and the clerks talk fishing to customers at every opportunity.

Salesgirl Sells Wallpaper, Kitchen Utensils, Etc.

In the sale of wallpaper, kitchen utensils and other home requirements in which women do the majority of the shopping, Mr. Hawkins has adopted a novel plan with splendid results. The innovation is to engage a salesgirl to look after this branch of the business.

"A girl has more patience with women than has the average male clerk and besides a girl knows more what is wanted in the home and the various uses to which certain utensils can be put," said Mr. Hawkins to Hardware and Metal, pointing out that his women customers like the service, and it tends to discourage the idea that the hardware store is only a place for men to shop. Women's trade is highly valued in the Hawkins' store and every effort is made to give courteous treament and good service to women shoppers. In addition to being able to make more effective suggestions as to the use of certain articles a girl generally has better taste in the selection of articles suitable for various purposes. Hence in the wallpaper department the salesgirl is especially valuable. Here she may exercise her taste and sales ability to the greatest extent. Wallpaper should be sold on a larger scale through the hardware trade than it is, and probably placing a girl in charge of a well arranged department with a complete stock on hand would do much to bring this trade

to many stores which do not now boast of business in wallpaper.

Girl is Also Bookkeeper

The question may be asked, "How does Mr. Hawkins make it pay to employ a girl to sell only household goods such as kitchen utensils, wallpaper etc.?" The girl also acts as cashier and bookkeeper, therefore her whole time is well taken up and yet the whole expense of her salary does not fall upon the sales she makes. In passing it may be noted that the young lady in this particular case is very well pleased with the arrangement for it gives her an opportunity of exercising some initiative and showing her ability to sell, thereby making her a more valuable member of the staff. Such a girl can greatly increase her income besides being a valuable addition to the store's selling staff.

Develops Big Trade in Aluminum Ware

A considerable trade in high class kitchen utensils has been developed in the Hawkins store within a few months.

A substantial business with cottagers at the summer resorts of the Rideau Lakes district is done by Robert Hawkins hardware store, Smith's Falls, Ont. Mr. Hawkins has a good reputation among many Smiths Falls families who spend the summer among these lakes, and they do much, unconsciously, to extend his summer resort trade by advising other cottagers where they may secure their oil stoves, camp chairs, camp beds, sporting goods, etc. These pictures show scenes on the Rideau Lakes. The supply boat which brings many orders to Smiths Falls dealers can be seen in one picture and in the other a boat landing supplies at one of the resorts may be seen. This is an important factor in the summer trade of Smiths Falls merchants.

It was last Christmas that Mr. Hawkins first decided to try out his trade on aluminum cooking utensils, his idea being that the line would possibly sell well just prior to Christmas for presents, but he had misgivings as to the possibility of a continued sale for high-priced utensils where only a medium-priced line of enamelware had formerly been sold. He therefore put in a window of aluminumware just before Christmas and backed this up with a display on a rack in the store near the door. The big trade in this line at Christmas developed as he expected but it did not fall off afterward and by constantly pushing this line he has built up a substantial, permanent trade.

"My customers formerly thought tinware and enamelware were good enough but now they see the advantage of stocking their kitchen with a complete line of higher class utensils," said Mr. Hawkins.

The windows were used in connection with a recent sale of aluminum preserving kettles and the results were forthcoming in volume.

Some Good Arguments for Paint Selling

Paint is an active line in the Hawkins store and Mr. Hawkins is a firm believer in stocking one good substantial brand of paint and pushing it to the utmost. During the war paint business was not as active as now, but at the conclusion of the war, realizing the possibilities that lay before, Mr. Hawkins moved the paint department from the rear to the front of the store. Now it occupies a dominating place on the store shelves immediately on the left of the store on entering. The stock is kept complete and well arranged at all times and there is plenty of light at the front of the store to enable customers to look over the color cards and see what they are getting.

INCREASING OUTPUT OF FORDS

The Ford Motor Co. is notifying the steel mills that it is planning a production of 4,000 cars per day, starting with its manufacturing year, Aug. 1, and the latter are asked to increase their allotments of steel accordingly. This plant has been on a daily basis of 3,000 to 3,500 cars recently.

Gets One Person on Street to Paint-Up

Mr. Hawkins is a student of psychology, judging by the way he guides the destinies of his paint department.

"I always try to get at least one person on a street to paint his house because then the others look shabby in comparison, even if they have had a coat of paint in recent seasons, and then I get business from other tenants on the same street," said Mr. Hawkins to Hardware and Metal. Painting is contagious to a great extent and the dealer can devise many means of starting the ball rolling.

In handling his paint department Mr. Hawkins has made full use of the argument that property has increased in value to such a great extent during the past few years that it is therefore entitled to more protection. This argument is made even stronger when it is kept in mind that during the war property that was increasing in value was being sadly neglected year after year, to an even greater extent than in normal times. This has produced an opportunity for the use of paint which more than overcomes any deficiency caused by the recent stagnation of the building industry.

Store Clerk is Constant Demonstrator of Finishes

During the past few months Mr. Hawkins reports a splendid demand for all exterior and interior finishes. Demonstrations are arranged periodically and these have been followed by considerable business in indoor finishes principally. Mr. Hawkins has a boy in the store who received some instruction from the demonstrators of some woodwork finish for interior use, and the boy has become quite expert in the work. Thus Mr. Hawkins has a competent demonstrator always on hand

A section of Robert Hawkins' store, Smith's Falls, Ont., showing the complete and well-arranged paint stock. Mr. Hawkins finds it pays to have the paint department right up at the front of the store where there is plenty of light and where it receives much attention from customers waiting to place their order. Aluminum kitchenware has also been a good line in this store during the past year and it will be noted that Mr. Hawkins is keeping interest alive by having a special rack devoted to aluminum ware right at the front door. Another batch of aluminum goods is arranged on the top of another display cabinet, the lower shelves of which are used for paint.

now and the service is much appreciated by customers.

The paint stock is arranged on wall shelves and a floor table with many shelves is also used to supplement the wall fixture. The floor fixture is placed so as to face customers entering the store and if they are compelled to wait their turn, their attention is generally attracted for a few moments to the complete paint stock on the shelves and the color cards. Any special lines being pushed are generally arranged on the top of the floor fixture, the lower shelves of which are devoted to paint stocks.

Sells as Many Bicycles as Any Dealer in Town

In bicycles and bicycle accessories Mr. Hawkins claims to sell as much stock as any other dealer in the town without exception. This is a good record for a hardware store. Mr. Hawkins has the agency for a well-known line of bicycles and he gives good prominence to them in season. The windows are generally devoted to a display of bicycles and accessories just before the spring fishing season opens. After the initial season is over they are removed to a position of secondary importance in the store display but are kept well before the customers throughout the summer months.

Peak in Sheffield Iron Prices Reached

The conditions in the steel trade at Sheffield are not so favorable as they were some months ago. Offers in England and on the Continent of large tonnage of semisteel bars and plates from the United States at prices below British quotations has had a depressing effect. It is reported that a good quantity of orders has been given to the United States manufacturers. This competition and some cancellations of foreign orders have weakened somewhat the position of British makers. It is said the premiums on basis prices asked here have been modified. The tendency of costs is, however, in an upward direction. In finished steel there is a decrease in inquiries and new business, and while makers have sufficient orders to keep them busy for the remainder of the year the prospects for the new year are not bright.

There is a great scarcity of all descriptions of pig iron. West coast hematite costs about £16 (77.86 at normal exchange) per ton delivered to local stations. Foundry iron is about £13 10s. ($65.70) per ton and in extreme cases £14 ($68.13). Makers of finished iron can dispose of their output as fast as they can make deliveries. It is reported that several iron and steel contracts have been accepted without the clause which protects the seller against increased costs. This would indicate that the apex of prices has been reached.

GAS MADE FROM OIL IS EXEMPT FROM TAXATION

Through the dropping of a word in the statement showing the application of taxes to the hardware trade, which appeared in a recent issue of Hardware and Metal, it made a sentence read as though oil for illuminating or heating purposes was exempt from taxes. The correct interpretation of the resolution is that gas manufactured from coal, calcium carbide, or oil, for illuminating or heating purposes, is exempt. This means the gas is exempt, not the oil, as it would appear at first glance.

Toronto Hardware Merchants' Picnic

Large Representation of Retailers, Travelers, etc., at 5th Annual Picnic at Long Branch Park—Much Interest and Splendid Prizes for Long List of Events—Plan Monster Celebration of Wholesalers and Retailers for Next Year

EVERY year there is a larger representation of all branches of the trade at the Toronto Hardware Merchants and Travellers picnics. This year's event was held on July 28 to Long Branch Park and this pretty spot on Lake Ontario proved to be an ideal one for the celebration. The crowd first started to come to Sunnyside about 2 p.m. and from then until shortly after 3 o'clock there was a constant stream of merchants, travellers, representatives of local wholesales with their wives and families and friends, and others. A special radial car left Sunnyside at 2 p.m. which took the majority of the crowd to the grounds though there were also a great many automobiles, estimated by one who attended at from 50 to 60 cars, to take picnickers to the grounds.

It is estimated that the attendance numbered as high as 300 when everyone was on hand. The usual round of events were carded including a number of children's races which were closely contested and for which a number of very fine prizes were offered. The sports programme was carried out under the guidance of N. Baden and R. Blackwell as starters, and B. Cotton, K. Brandon, and A. Laake, as judges. The events were as follows:

Girls' race, 6 years and under, 25 yards; boys' race, 6 years and under, 25 yards; girls' race, 7 to 10 years, 25 yards; boys' race, 7 to 10 years, 25 yards; girls' race, 11 to 15 years, 50 yards; boys' race, 11 to 15 years, 50 yards; balloon race, ladies, 50 yards; hardware clerks' race, 100 yards; single ladies' race, 75 yards; backward race, (men) 50 yards; married ladies' race, 50 yards; travellers' race, 100 yards; boot and shoe race; hardware merchants' race; hardware merchants' and travellers' (over 50) race, 75 yards; married couples' race; pipe race; wheelbarrow race.

Ninety Prizes in Drawing Contest

A drawing contest was another feature of the afternoon's program, tickets for which were sold at a price of 25 cents each. Nearly everyone entered this contest and a total of ninety prizes were drawn. These included such articles as safety razors, aluminumware, baseballs, baseball gloves, tennis raquets, hammers, etc., all of which were very useful.

During the progress of these events the small folk were well looked after and kept supplied with ice cream cones. John Caslor thinks it is a heavy job and

an expensive one to keep the children supplied with ice cream. No doubt such indulgence was not in vogue in his younger days though he still seems capable of looking out for his share as well as a number of the other adult members of the hardware trade who were present.

Ball Game Between East and West

After the races had been run off and prizes donated a ball game was commenced, the contestants representing the East End and West End dealers respectively. J. Vernon was manager of the East End team and J. Booth managed the West End aggregation. A keenly contested game took place but the teams lacked practice and failed to come through with an extra innings no-hit game such as had been talked of. The result was that toward the end interest seemed to lag and so far we have been unable to find out who really won the game or whether it ever finished.

Fine Supper Provided by Women Folk

Another picnic was on the grounds at the time, which resulted in a little overcrowding of the park, but taken as a whole the outing was well arranged and thoroughly enjoyed by everyone. Plenty of eatables were on hand, thanks to the generosity of the women-folk who brought the baskets, and these were supplemented with four hundred sandwiches purchased by the committee in addition to ten gallons of ice cream. The fact that there was no speech-making seemed to many who attended to be an added attraction to the supper. Dancing was held in the pavilion from 8.30 in the evening until the last car left at 10 p.m..

It is doubtful if at any previous picnic there has been anywhere as large a representation of hardware retailers. They were greatly in the preponderance at this year's celebration and the whole spirit of the gathering was that something on even a much larger scale should be attempted in future. Some are of the opinion that the wholesales and retail stores should combine each year in one monster picnic which would attract anywhere up to 3,000 representatives of these branches of trade. Such a plan is to be figured on for next year. Among the hardware dealers who attended this year were a good representation from Danforth Avenue, Queen St., East, and the Junction.

The committee responsible for the success of the outing consisted of J. C. McFadden, chairman; O. F. Morrison, secretary; John Caslor, treasurer, with the help of R. Jackson, W. Platt, W. Cotton and J. Buscombe.

Contributors of prizes for the various events on the program included the following:

Kennedy Hardware Co., Ltd.; E. T. Wright & Co.; Nerlich & Co.; Auto-Strop Razor Co.; Rice, Lewis & Son, Ltd., The Boeckh Co., Ltd., W. S. Hall & Co.; Dunlop Tire & Rubber Goods Co.; Canadian Oil Company; Imperial Varnish & Color Co.; Canadian National Carbon Co., Ltd.; Imperial Oil Co.; Sherwin-Williams Paint Co., Ltd.; McClary Mfg. Co., Ltd.; Dominion Batrery Co., Ltd.; Kasement Skrene Dore Co.; Burrows Mfg. Co.; Glidden Varnish Co.; Meakins & Co.; Henry Disston & Sons; A. Ramsay & Son Co.; Northern Aluminum Co.; Channell Chemical Co.; Sanderson Pearcy & Co.; Lowe Bros., Ltd.; McFarlane Ladder Works; Gillette Safety Razor Co.; Gurney Foundry Co., Ltd.; Goodyear Tire Co.; Bird & Son; Cooke & Boulton; Gutta Percha & Rubber Co.; Soren Bros.; James Smart Mfg. Co.; H. D. Howland Sons & Co.; Benjamin Moore & Co.; Lyons & Marks; Hobbs Mfg. Co; Sheet Metal Products Co.; Majestic Heater Co.; Thos. Davidson Mfg. Co.; Pilkington Bros., Ltd.; Toronto Plate Glass Co.; Wood, Alexander & James; Consolidated Plate Glass Co.; Taylor, Forbes Co., Ltd.; Canadian Fairbanks-Morse Co.; Dominion Rubber System.

Plenty of Fun at London Hardware Picnic

Again Fortunate in Having Ideal Weather for 5th Annual Picnic —Big Card of Events Produces Much Mirth and Many Close Finishes—Five Hundred People on Special Train to Port Stanley

(Staff Correspondent Hardware & Metal)

LONDON, Ont.—Not in years has such a successful and enjoyable outing been held on Invererie Heights at Port Stanley as the fifth annual picnic of the London Retail Hardware Dealers' Association. Everything went smoothly and the schedule was carried out to a dot. The London hardware men arranged to close their stores at 11 o'clock and shortly after noon with their wives and families' and a number of hardware men from the surrounding district who were invited for the big outing, got started. There were by actual count almost 500 people on the special train that had been chartered by the committee. Just what a cargo of good eatables was taken along may be gathered from the fact that one car was loaded so that it got a hot box when near Port Stanley and delayed things for ten minutes.

The Only Mishap

However this proved to be the only mishap of any kind during the whole day. On arriving at Port the picnickers at once took posesssion of Invererie Heights, overlooking Lake Erie, simply an ideal spot for an outing. It might be mentioned here that the committee which takes charge of arrangements for the hardware merchants' annual outings are regarded by other merchants as wizards. Not in five years have they hit upon a rainy day and this year was no exception. President Tom Jones absolutely refuses to tell how it is done or how an inside pull is obtained with the weatherman and his finest sunshiny day secured for the hardware merchants' outing.

Everybody Happy

The program was splendidly varied. There was something for everybody. Not only that, there was something for everybody every minute and the entire crowd was kept on its toes watching the events and cheering the contestants.

One of the best events on the whole program was the blind pig race. The contestants were required to run with a paper bag fastened over their heads, a young woman guiding the way by ropes fastened to the leaders' arms. There were contestants galore and the race produced roars of laughter. Many of those in the race lost all sense of direction and, imagining they were headed the right way, dashed off at full speed, only to find that they had charged into the crowd, where they ran amuck and got so excited that all efforts of the young women guides to get them started in the right direction failed. This race was won by Mr. and Mrs. C. Arnold with R. Craig and Miss M. Carrothers second.

Won Second Time

Another event that aroused much interest was the bowling tournament. For the second season the cup was won by the team from the Purdom Hardware Co., their bowlers making some shots that would have made some of the professionals on the best greens in the country envious.

The three-legged race was another event where unexpected speed was shown and the usual spills conspicuous by their absence. E. Russell and Charlie Craig captured first prize, with Howard Crummer and C. McKerlie close seconds.

Just to show that he is in prime condition, and not winded by one race, C. McKerlie also went into the proprietors' race. This event might reasonably be expected to be a "slow" affair. It was by no means slow and the winners finishing in the following order with only inches separating them

Continued on page 41

COMMITTEE OF LONDON HARDWARE MEN'S PICNIC

Standing, left to right—G. W. Brownlee, J. G. Steele, Harry Abel, C. E. Parsons, E. Humphries, H. Crummer, Cowan's Hardware; J. Rose, Hobbs Hardware Co., and C. W. Summers, Summers' Hardware.

Seated, left to right—George A. Steer, Purdom Hardware Co.; W. H. Cuddy, W. H. Cuddy & Co., Strathroy; Thomas Jones, of Cowan's Hardware, President of the Association, and J. A. Brownlee, of Brownlee's Hardware.

EDITORIAL COMMENT

GERMANS PROSECUTED FOR FORGING "GILLETTE" NAME ON RAZOR BLADES

FOLLOWING out the statement made in July 31 issue of Hardware and Metal to the effect that German manufacturers of cutlery lines were misrepresenting their goods by marking them "Made in America" or "Made in England," according as it best served their purpose, a report is outlined in the "Ironmonger" concerning the prosecution in a Glasgow court of Gerber Bros. & Co., of Glasgow, charged with having sold to the firm of Carson & Co. five gross of razor blades to which the forged trademark "Gillette" and the false trade inscription "Gillette" were applied, contrary to the Merchandise Marks Act.

Detective Lieutenant Forbes, of the Glasgow Police, stated that on March 22 he visited the premises of Gerber Bros. and received from them a duplicate of a letter which they had sent to Gillette Safety Razor (Limited), inquiring as to whether the razor blades in question were of their manufacture. It was explained to witness that the blades were purchased by an agent of Gerber Bros. from a German firm in Germany.

A London representative of the Gillette Co. stated in evidence that a number of blades which he bought from Carson & Co. were traced to Gerber Bros.

An employee of Gerber Bros. stated that when the blades in question arrived he received instructions from his principal, Mr. Nathan Gerber, to put them aside and not to sell any of them until he received further orders. Mr. Carson had called at the shop in February, and was sold a quantity of blades in which a part of the stock which had been set aside had been inadvertently included.

Sheriff Thomson said it was the first case that had come before him of a rejuvenated Germany trying to flood the country with bogus articles, in this case with bogus Gillette blades. He was not satisfied with the explanation offered by the accused, who, there was no doubt, had committed a contravention of the Act. The bogus blades passed through their hands and got into circulation. The accused did quite correctly in writing to the Gillette Co., and it was extraordinary that they did not then reject the goods. The Sheriff imposed a fine and ordered the goods to be confiscated.

BRITISH CHORTLE OVER BIG U.S. PAINT ORDER

AT a time when there is a particularly keen struggle by the United States for supremacy in everything pertaining to their mercantile marine, it is interesting to hear of a contract being secured by British manufacturers of marine paints. In this respect, it is stated that the International Paint & Composition Co., Inc., who are the manufacturers of the brand of "International" compositions for ships' bottoms, has secured from the United States Shipping Board a contract for supplying to the vessels of the Board anti-corrosive and anti-fouling compositions. It is estimated that the requirements of the United States Shipping Board will amount to close on $1,000,000, a figure which, it is understood, establishes a record amount for a single paint order.

INCREASE OF $70,000,000 A YEAR IN TAX RECEIPTS

THE effect of Canada's new luxury taxes are somewhat clearly shown in the excise tax figures now available. These taxes include luxury, sales, and manufacturers' tax, and already several millions have been added to the country's income. Collections from all sources of the Inland Revenue branch for July amounted to $9,982,051 as compared with $4,356,452 for the corresponding month of last year, or an increase of $5,525,599, which is more than 100 per cent. increase. On the excise tax side, the amount collected last month totalled $6,944,457, as compared with $969,299 for the same month last year. This is another abnormal increase which reflects the effects of this year's legislation. Now that the new taxes have been in force two or three months officials of the department estimate, on the basis of the figures quoted above, there will be an increase of approximately $70,000,000 within one year.

Sheet Makers Await Clearer Outlook

Bookings Will Not Be Increased Until Outlook Improves — Car Shortage Affecting Both Incoming Raw Materials and Outgoing Finished Products

Pittsburgh.—"Operations in the finishing mills in all steel lines are steadily growing more restricted as car supply affects both incoming of raw materials and the removal of the finished product that has been piling higher because of the lack of means of shipping," says the Daily Metal Reporter. "Sheet mills are especially pressed for cars. There is less semi-finished material reaching them and less finished stock leaving them. Looking ahead, sheet makers are unable to see much hope of improvement and hence are not willing to accept new business or further burden their orderbooks until there is a clearer outlook. In the automobile trade a more decisive effect of lessened activity and demand is noted. This does not interfere in any way with the market but puts a new aspect on the whole situation and enables producers to figure ahead a little on back business. Most of the black sheet producers of the Pittsburgh district now regard their capacity sold for the remainder of 1920 and with few exceptions blue annealed capacity is absorbed equally as complete. There is less galvanized stocks moving but it is difficult to obtain them because of the mill conditions. Probably 60 per cent. of the galvanizing departments are active at this time. All sheet prices on new business appear to be on the resale basis and are somewhat varied."

Hardware Man to Compete at Olympic Games

Owen Sound.—The Olympic Games in Belgium will have particular interest to Owen Sounders, through the fact that a native son will represent Canada there. Mr. Ben McLaren was born here and resided here until about 14 years ago. He learned the hardware business with Christie Brothers in Owen Sound. He is a Canadian champion trap-shooter, and one of the best on the continent. He will also shoot at the games in London, England. The following statement is from the Calgary Daily Herald of June 26th:

"Mr. McLaren is a well-known figure in Calgary, having lived here for over 13 years. He came here from Owen Sound, Ontario, where he was born. In Calgary, Mr. McLaren conducted a hardware business for a time but later joined the Ashdown wholesale firm. In 1915 he won the Canadian championship at Ottawa, and for seven years he has held the trap-shooting title in this province."

T. S. Simms Company Reunion

St. John, N.B.—The fifth annual convention and reunion of T. S. Simms & Co., Limited, was held last week. After the dinner at Bonds, the national anthem was sung in response to a toast to The King. The banquet was the most successful yet held and those present were the salesmen and all male employees, also L. W. Simms and the directors. M. Lusignan of Montreal was a guest of honor. Others present included: Harry Champolivier of the Winnipeg branch; H. B. Agnew of the London (Ont.) branch; F. M. Baker and Karl C. Baker of the Toronto branch; Henry Gratton and R. Meloche of the Montreal branch; B. W. Turnbull, Mr. Dykeman and D. C. Lewis of the St. John headquarters.

In a breezy address of welcome L. S. Simms outlined the future policies of the company which were under consideration in connection with the co-operative scheme between employer and employee.

The toast, "Our Salesmen," was splendidly handled by A. L. Foster and H. G. Agnew. "Our Home Forces" was proposed by Mr. Champolivier and responded to by Bevis Turnbull and Ben Sheppard. Henry Gratton proposed "Our Organization," to which J. L. Brown made a happy response.

PLENTY OF FUN AT LONDON HARDWARE PICNIC

Continued from page 39

were: 1st, B. Beattie, 2nd, A. Brownlee and 3rd, C. McKerlie.

Other Events

Other events on the program and the winners were as follows:

Boys, 11 to 15.—M. Bradshaw, A. Dale; girls, 11 to 14—Marion Wilson, Crace Mattis; boys, 7 to 10—Jack Page, Jack Rowland, Reed McElheran; girls, 7 to 10—I. Morgan, Elsie Forsyth, Mary Conroy; hardware clerks' 100-yard dash—H. Weld, G. Blinkhorn, Harry May; needle and thread race—Annie Talbot; hardware drivers' race—George Blinkhorn, T. Peekham, W. Heatherly; married ladies' race—Mrs. C. Arnold, Mrs. Heddington, Mrs. R. Craig; lucky race for men—H. Weld; ladies employed in hardware stores—Miss E. Brownlee, Miss Annie Smith, Miss Margaret Odell; kicking balloon race (ladies)—Marjory Carrothers; fat men's race, Bert Maul; married hardware clerks' 100-yard dash—R. Pearce, H. Cummer, B. Scott; elopement race—G. Blinkham and Miss O'Dell, R. Beattie and Miss Carrothers; water race, L. Best, W. Dunn; judges' race—Mr. Forsyth, T. J. Coates; fishing contest—Miss Forsyth, Mrs. Kennedy; blind-pig race—Mr. and Mrs. C. Arnold; R. Craig and Miss M. Carrothers; hardwaremen's consolation—L. Kingsborough, J. Kilpatrick, L. A. Chamberlain.

A Real Spread

After such a strenuous program everyone was ready for supper and the spread was a real one. Long tables were spread under the trees and in the cool of the evening the meal was thoroughly enjoyed.

"There is no doubt about it," said President Tom Jones, "the picnic has been the best of any we have ever had and they have all been good."

SECURE AGENCY FOR LOCO LAMPS

The Maxim Lamp Co., 28 Front St. East, Toronto, have secured the sale of Loco lamps for Ontario. These lamps are now being manufactured in Montreal.

GERMANY LEADS IN MOST HARDWARE AND CUTLERY EXPORTS TO UNITED KINGDOM—CANADA'S PRODUCTS LEAD IN SAFETY RAZOR EXPORTS

Germany still continues to be a prominent exporter of certain lines of hardware to the United Kingdom. Figures for the month of June show imports of hardware other than hollowware into the U.K. from Germany of 1,558 cwt. valued at £18,807, being second only to the United States. Germany stands first in regard to hollowware, cast, not enamelled, and is second only to Belgium in respect to cast enamelled hollowware. In wrought enamelled hollowware Germany exported 150 tons valued at £18,393. In cutlery, other than machine knives, Germany again heads the list with 15,808 dozens valued at £5,906. In respect to cutlery including scissors and shears, Germany is far ahead of any other country, having exported 11,635 dozens valued at £7,334 during the month. In safety razors Canada stands first with exports of 185,116 dozens valued at £61,168, with Germany second with evidently a cheap grade, where 27,775 dozens are valued at only £2 314. In other kinds of razors Germany heads the list with 4,265 dozens valued at £7,008. Cutlery of other kinds to the extent of £3,454 worth was imported into the U.K. from Germany during the month.

Besides safety razors, Canada was a large exporter of knives, other than machine knives, to the U.K. during the month, standing second to Germany, exports totalling 9,733 dozen valued at £2,475.

EVENTS IN THE TRADE

Business Changes

Kingston, Ont.—Edwin Chown & Son, Kingston, have purchased from D. A. McNab the hardware business at 22 King street west, Brockville, and will continue its operation under the name of the Brockville Hardware Co. Mr. W. J. McIntyre, Whitby, late manager of the Chown Hardware Co., London, Ont., will be manager of the store. D. A. McNab came here in May, 1919, from Orillia, and purchased the business from the late B. D. Steacy. Mr. and Mrs. McNab and family will remain in town for the present.

Fire Losses

St. Thomas, Ont.—Fire, originating from an unknown source, completely destroyed the pattern storage department, pattern room, and a portion of the roof of the casting foundry of the Canada Iron Foundries Limited, and the material sheds and shipping building of the Dominion Brake Shoe Company, Limited, last week. The total damage is estimated at $100,000, partly covered by insurance. Thousands of dollars worth of value in patterns were lost Despite the heavy loss and damage, work was resumed in the casting department the next morning.

Old Scrap Shipped Abroad

Montreal.—A considerable quantity of heavy melting steel is being shipped to the Old Country, according to a Montreal dealer, who handles large quantities. This is being paid for at the rate of $24 to $25 per ton, at the wharves, Montreal, and manufacturers abroad seem to be anxious to get large quantities at this price. In this way prices here have been materially helped. The movement may continue.

Canadian Steel Plates Go Abroad

Montreal.—There docked in Montreal this week the S. S. Otira, bound for New Zealand. This boat carried the first consignment of steel plates made in Canada for foreign account, and it is expected that large quantities of steel plates will follow later when the plant of the Dominion Steel Company at Sydney is in full swing. It is estimated that eventually this capacity will aggregate 250 tons of steel plates daily.

Among other interesting products included in this cargo are automobiles, steel rails, and various lines of hardware.

Canadian and U. S. Interests in New Steel Company

Welland, Ont.—A large interest in Dillon Crucible Steel Alloys, of Welland, has been acquired by Atlas Crucible Steel Co., of Dunkirk, N. Y., and the company will hereafter go under the name of Canadian Atlas Crucible Steel Co., Ltd.

Stove Manufacturer Optimistic Over Business Outlook

D. S. Fisher of the Enterprise Foundry Company, Sackville, N.B., was a visitor at the Toronto office of Hardware and Metal this week. Mr. Fisher was optimistic regarding the business outlook, stating that the chief difficulty facing stove manufacturers at the present time is the scarcity of raw materials and inability to secure delivery on many lines such as steel sheets, etc.

Goodyear Company Picnic

A mammoth Goodyear basket picnic was held on August 7th to Valley View Park, Streetsville, under the auspices of the Amateur Athletic and Relief Association of the company. During the day the factory was closed, and the employees, together with those in the head office, took a holiday. Among the events being featured were a baby show, a tug-of-war for women and a prize to the Goodyear man who brought the largest family. Three trains were chartered for the outing.

Eastern Crop Report Encouraging

Montreal.—According to Col. Robert Starke, vice-president of the Canadian Wholesale Hardware Association, crop reports covering Quebec and the Maritime Provinces are very encouraging. "Our various travellers coming in from these districts report that the outlook is very splendid," said Col. Starke to Hardware and Metal, "and the prospects are bright. Business conditions promise well for the coming fall if materials can be secured."

Brantford Sells Land to Spark Plug Co.

Brantford.—At a special meeting of the City Council last week the proposed sale of 16½ acres of water works land to the A. C. Spark Plug Co., which desires to provide for extensions to its newly erected plant here, was approved, the sale price to be $1,250 an acre.

Cobourg on Standard Time

Cobourg.—Contrary to a recent report, no stove, tinsmithing and plumbing stores close on Wednesday afternoon, and standard time is in effect.

Wells Bros. Company Changes Name

In the interest of uniformity the Wells Brothers Company of Canada, Limited, Galt, Ontario, will in the future be known as the Greenfield Tap and Die Corporation of Canada, Limited.

Montreal Tax Revenue Is Large

Montreal.—The Department of Inland Revenue at Montreal is recording heavy receipts these days from the special taxes imposed by the budget. On one day this week over $32,000 was collected, total entries being made to the extent of 354. Special tax payments made during July for the month of June amounted to $1,659,000. When related to the amount calculated by the Government as collectable it bears a very small relation to the aggregate sum which was estimated at $36,000,000 for the calendar year. Doubtless heavier months than that of June will be recorded.

General satisfaction is being expressed with regard to the new arrangement whereby payments may be made on the first and fifteenth of each month.

Gurney Company to Extend Business

Toronto.—The Gurney Company, Limited, Toronto, has purchased the plant, including all of the machinery, equipment and patterns of the Canada Stove & Foundry Company, Limited, at St. Laurent, a suburb of Montreal, Quebec.

The Canada Stove & Foundry Company has an established stove business in the Province of Quebec and this business will be added to the turnover of the Gurney Foundry Company. The Montreal plant has also a modern, well-equipped plant for producing white and colored vitreous enamel on iron and steel. The head office of the company will remain at Toronto. The manufacturing plant of the company at West Toronto will be increased in scope and will produce the warm air furnaces hitherto manufactured in the King St. plant.

Newsy Notes From Here and There

London.—Charles Craig of the staff of D. H. Howden & Co. is spending his vacation at Port Stanley.

* * *

Norman Howden, of D. H. Howden & Co., London, is enjoying a cruise on the lakes in a yacht which he recently purchased.

* * *

Toronto.—W. F. Hill, vice-president of Kasement Skrene Dore Co., Toronto, left this week on a business trip through the Western Provinces.

* * *

Acton Vale.—A. P. Beaupre, proprietor Canadian Veneering Co., Acton Villa, Quebec, was a caller at the Montreal office of Hardware and Metal on Monday last.

* * *

Montreal.—H. L. Griffiths, of G. L. Griffiths and Son, Stratford, Ont., was in the city this week. J. L. Ling, Chicago Flexible Shaft Co., Ltd., Chicago, was this week in Montreal.

* * *

London.—Among the business men who have subscribed for stock in the proposed new million dollar hotel in London, Ont., is Col. T. S. Hobbs, of the Hobbs Hardware Co.

* * *

London.—Western Ontario hardware merchants without exception are looking for a fine fall trade as the farmers are harvesting one of the best season's crops they have ever had and are getting splendid prices for everything they have to offer.

* * *

Montreal.—Messrs. Dempsey of the Slaymaker Lock Co., Lancaster, Pa., and Shine of the Peterboro Lock Co., Peterboro, were callers this week on the hardware trade. Mr. Winston, representing the Bancroft Razor Co., Worcester, Mass., was in Montreal this week.

* * *

Montreal.—W. S. Fallis, managing director the Sherwin-Wililams Company of Canada, Ltd., returned from an extended trip to the western provinces. Mr. Fallis is very much pleased with the crop prospects there and believes the money value of the yield will be in excess of any previous season.

* * *

London.—John Rankin, hardware merchant of Mitchell, Ont., who was badly shaken up and painfully injured when a ladder slipped as he was sawing a branch off a tree in front of his residence, is around again. The saw made a bad gash in his arm, but this is healing nicely.

* * *

Brantford.—Howard Derbyshire, of Wheatley, Ont., was one of the representatives of the Wheatley bowlers at the big W. O. B. A. tournament in Brantford. Following his return home he took part in a Scotch doubles tournament on the local green and captured first prize.

* * *

Arthur.—On civic holiday a team of bowlers from Arthur, Ont., including E. Brocklebank, went down to Kitchener and almost succeeded in capturing the trophy which Kitchener had won at a former game. The game was one of the best seen on Kitchener greens this year.

Blue Bird Company in Merger

Approval has been granted of a merger between the Davis Sewing Machine Company, of Dayton, Ohio, and the properties of the defunct Blue Bird Washing Machine Co. All the Blue Bird stockholders and nearly all of the creditors have approved of the merger, it is stated.

The merger is the outgrowth of the receivership proceedings filed two months ago against the Blue Bird company. The factories of the washing machine company at St. Louis will be re-opened and operations be resumed.

The Davis Company is one of the largest bicycle manufacturers in the world and is rated as a six million dollar corporation. The stockholders of the Blue Bird will share in the proceeds of both companies.

The Blue Bird Company located at Brantford, Ont., is not connected in any way with the United States firm.

Hardware Letter Box

Pins

R. Odell & Co., Capelton, Ont.—Can you give us the names of firms here or abroad, who manufacture common pins?

Answer.—Imperial Pin Co., 500 Parthenais St., Montreal; De Long Hooks & Eye Co., of Canada, Ltd., St. Marys, Ont.; Samstag & Hilder Bros., 1200 Broadway, New York.

* * *

What is Address of E. Broad & Son?

Fraser Hardware Company, Galt, Ont.—Would you please tell us the new name of E. Broad & Son, manufacturers of edge tools?

Answer.—This firm is now being operated under the name of Gilmour Bros. & Co., Montreal, Que.—Ed.

Incorporations

Recent incorporations include the following:

Page-Hersey Tubes, Ltd., Toronto, $4,500,000.

Anglo-American Motors Ltd., $10,000,000; Canadian Tube and Steel Products Ltd., Montreal, $5,000,000; The Parker Motor Car Company, Ltd., of Winnipeg, $3,000,000; The Superheater Company, Ltd., Toronto, $1,000,000.

Catalogs and Booklets

ADAM HALL LTD.

Adam Hall Limited, Peterboro, Ont., have issued their new Catalogue "G" of Tropic ranges, camp ranges and heaters. An introductory note mentions that the older patterns in the construction of ranges have been departed from and special attention given to the minutest details of design to insure perfect combustion and satisfaction. The following pages contain a complete description of each part of the ranges showing illustrations of each part described. Illustrations of the ranges complete are next shown with complete specifications. Lumbermen ranges, right and left oven ranges, square, camp heaters, hotel ranges are treated similarly.

Henry Carey Baird Co.

Henry Carey Baird & Co., Inc., 2 West 45th St., N.Y., have issued a very complete edition entitled Tin Sheet—Iron and Copper—Plate Worker, by Blinn. The new edition covers many phases of sheet metal working and contains rules for describing the various patterns used by sheet metal workers. Practical geometry, mensuration of surfaces and solids, table of weights and strength of metals and other materials. Also tables of areas and circumferences of circles. There are also some interesting discussions on composition of metallic alloys and solders with numerous valuable receipts and manipulations, for every day use in the work shop.

Buffalo Forge Co.

Buffalo Forge Co., Buffalo, N. Y., have issued a very attractive catalog containing 51 pages describing their full line of Niagara Conordal Fans. The book is very well illustrated and has considerable literature regarding the description of fans, including the details of construction of the wheel housing, shafting, balance, bearings and shows pulley-driven fans, direct connected units, steam engines, as well as many tables showing dimensions of housing pulleys, also various list prices. Readers of Hardware and Metal wishing copy of this catalog may have one on request from the above named firm.

This firm have also issued a new catalog on Fan System of heating, ventilating and humidifying. This catalog contains 115 pages and it describes in great detail the various kinds of fans required for the purposes above mentioned. There are also many useful charts on ventilation of public buildings as well as discussions on heating with Exhaust Steam and Systems of Air Supply. Readers of Hardware and Metal may also have a copy of this on request from the manufacturers.

NEWS OF WESTERN CANADA

Save the Surface Convention in Winnipeg

L. C. Stephens Appointed Western Chairman—Travelers Urged to Get Dealers to Hold Local Clean-Up Week—To Secure the Co-Operation of Dominion R.M.A.—Members of Winnipeg Paint Club to Hold Convention During Bonspiel Week

(By Staff Correspondent Hardware and Metal)

WINNIPEG.—A "Save the Surface" convention of paint and varnish manufacturers, jobbers and salesmen was held at the Fort Garry Hotel on July 28th, and a representative gathering listened to the addresses of those responsible for the movement in Canada. The convention was most successful, all present being thoroughly enthused over the work of the campaign. A resolution was unanimously adopted that each paint and varnish salesman agree to further the "Save the Surface" idea throughout Western Canada with the dual thought of advancing the sale of paint and varnish products for the purpose of increased employment and primary protection and preservation of property.

The afternoon meeting was presided over by John Drewe, president of the Winnipeg Paint Club, and George Henderson, president of the National Committee spoke of the inauguration of the campaign and the effects so far manifest in the paint trade. Mr. Henderson's address is reproduced in full elsewhere.

H. E. Mihell, Imperial Varnish & Color Company, and a member of the campaign committee, told of the start of the work under Ernest Trigg of Philadelphia, and the co-ordination of the Canadian campaign. He also told of the meetings held in Calgary, Montreal, Vancouver, Edmonton and Ottawa, stating that the work in Canada had required the expenditure of about $24,000.

Paint Now for Protection Not Decoration

A paper was read from W. S. Fallis, general manager of the Sherwin-Williams Company, by Mr. H. H. Eager of that company. Mr. Fallis pointed out that it formerly was considered that paint was for decoration and not for protection. "Paint used to be an extravagance, but now it is a necessity," were his words.

C. C. Falconer, Winnipeg, added that the retailer was selling too much paint and not enough of the idea. He pointed out that for the past five years the dealer has sold paint practically all for decorative purposes but that times have changed and it is now a point of business to sell to save the surface. Mr. Falconer advocated that retailers should give every traveller a hearing, whether the dealer is handling the product sold by that traveller or otherwise, and recommended the closest co-operation among retail dealers to push the campaign.

L. C. STEPHENS

Head of the firm of G. F. Stephens & Company, Ltd., Winnipeg, who was made Western chairman and representative of the National Committee in charge of the Save the Surface Campaign in Western Canada, at the recent convention held in Winnipeg.

E. Pilgrim, president of the Master Painters' Association, offered the co-operation of the association.

Urge Dealers to Hold Clean-Up Week

Mr. C. H. S. Bamford, of J. H. Ashdown Hardware Co., advocated that the travelling men should, in visiting towns and municipalities, urge dealers to agitate for a clean-up week, and that the dealers themselves should be the first to set the example. He thought more advertising in weekly newspapers would be advisable.

On the suggestion that retailers throughout the country should co-operate in the campaign and subscribe ten to fifteen dollars annually, the opinion was advanced that $12,000 more funds could be obtained from 22 or 23 firms behind the campaign by each putting up $600.

"There is this aspect to that question," added Mr. Mihell. "A very important one from an advertising standpoint. I realize it is an advertising one. If there are any hardware men here to-day I am going to be perfectly frank with you. A paint manufacturer or any other manufacturer is not going to spend $1,000 of his own money where, in many cases, if it succeeds all well and good, and if it fails all well and good so far as retail dealers are concerned. A friend of mine in India, a missionary, tells me that when he gives bibles away they do not count for much and the message does not go over, but if he charges them a nominal sum they take an interest in it and put the message over. The object is this, that where a man's treasure is his heart is also, and if we can get a little bit of his money then he is going to take an interest in the campaign and he is going to get back of us if he has got any constructive criticisms or otherwise to make. He is going to make them and get his money out of them. If this thing is worth while and is going to increase his business, isn't it logical he should put a little money into it? I believe, gentlemen, if you can get only $10 or $15 out of the retailer and get his interest in it, that you are going to get probably far greater results than if we probably forked up another $600, because that $15 throughout the thousands of subscribers throughout the country is going to have a greater effect than the $600 that may come from the 20 subscribers. It is going to be much more effective in their locality."

Mr. Henderson stated cuts and electros would be supplied for local advertising.

L. C. Stephens Elected

Mr. Paul of Brandram-Henderson spoke on organization as follows: "Mr. Chairman, as secretary of the Winnipeg Paint Club I might suggest that it would be well to start at some particular point, and that means organization. The first thing we have got to have, naturally, is

a representative of a National Committee in the West. We require a Western chairman, possibly that chairman would nominate his committee or a committee may be nominated in the convention. Starting at that point to create the machinery I do not believe work should all be attended to by the Winnipeg Paint Club. I think you should have a chairman direct from the National Committee and he would in turn have his committee. I would respectfully suggest that Mr. Stephens be nominated as the Western chairman, Western representative of the National Committee."

Mr. Henderson pointed out that Mr. Stephens was the vice-president of the Canadian Paint, Oil and Varnish Association, for the West, and the "Save the Surface Committee," being really a sub-committee of the Canadian Paint, Oil and Varnish Association, and the Winnipeg Paint Club being not necessarily the machinery, the natural person without question to take the chairmanship of such a Western effort would be Mr. Stephens.

Mr. Cookson seconded the nomination which was carried.

Mr. Cleveland put in the form of a motion that each one obligate themselves to the "Save the Surface" campaign, that each go out and talk and try and put the thing over as a starter. "We do not know what we can do, but whenever we get the chance take it, putting ourselves under the obligation to the committee to do all we can," said Mr. Cleveland. Mr. Fraser seconded, and it carried.

Secure Co-operation of R.M.A.

Mr. Smith of the International Laboratories asked if there had been anything done to obtain the co-operation of the Dominion Retail Merchants' Association. "They have their own travelling representatives going through the country and if the "save the surface" campaign would be officially endorsed by the Retail Merchants' Association at Ottawa it would go through all their papers and their own men that are on the road all the time talking about this thing would make it much easier for us to get the retail men in each little town to get together, because they would be familiar with the idea and realize it was not a personal campaign."

Mr. Henderson: "I have to admit nothing has been done in that regard. I appreciate something should be done. I will have a note of that and it will be one of the things we have learned at the Winnipeg convention, one of the advantages that the committee have secured by being here."

Mr. Herbert, British-American Paint Co., Calgary. "I am very much interested in being here to-day and I feel we cannot get right co-operation by merely holding meetings in Winnipeg or Vancouver. I think it was a step in the right direction to nominate Mr. Stephens as the Western chairman to take over the "Save the Surface" campaign and I feel that that should result in close co-operation of the paint clubs from here to Victoria, because even over in Victoria and Vancouver they have paint clubs and they have a movement steadily going forward to stimulate the conservation of property that should be protected. I think that the best way to do that probably would be to have a branch chairman or vice-chairman or members of committees in each city of any size between here and Victoria, and those men possibly could assemble at some central point from time to time and formulate a constructive plan to carry out the work that we are trying to discuss to-day. Probably this will be attended to before the meeting is over. I might say that we have felt handicapped, particularly at Regina branch. You may have heard that we opened a branch there a few years ago and we have kind of been betwixt and between. We could not associate, as it were, with Calgary, owing to distance and yet we were an Ishmael, as a gentleman said a while ago, so far as Winnipeg was concerned, and I think this movement to-day should bring our Regina branch in close co-operation with the Winnipeg and Calgary paint movements, being as it is about half way between."

Mr. Bamford moved a resolution that the 21 firms, members of the Winnipeg Paint Club, pledge themselves to hold a united convention of their travelling salesmen, and any customers which they have in the city during the week of the Bonspiel in 1921, and that a committee be formed in the paint club to provide speakers and other material for this meeting. Mr. Stephens seconded the motion and it carried.

Paint Industry Carried with Increasing Momentum

Save the Surface Campaigns Have Helped Educate Public So That Paint Industry Will Take Big Strides Even in Face of General Business Curtailment—Activities of Winnipeg Paint Club Told at Winnipeg Convention

(By Staff Correspondent Hardware and Metal)

THE convention brought to a close with a banquet in the evening at the Fort Garry Hotel, John Drewe presiding. Following the toast to The King, George Henderson, chairman of the National Committee, spoke on "Save the Surface," as follows:

"Let me, at the outset, assure you on behalf of the 'Save the Surface and you Save all' Campaign Committee, that we esteem it a great privilege and a great advantage to be given the opportunity of talking to you this afternoon under the auspices of the Winnipeg Paint Club.

"I have said 'talk to you' because it is hoped that this afternoon's meeting will be very largely in the nature of a conversation, and that quite as much opportunity will be extended Mr. Mihell and myself of listening, and of learning, as of talking. We do not only regard our presence here as a privilege but also as a great pleasure and satisfaction, and we hope that this satisfaction at least will to-day extend to each and every one of you, because unless we utterly fail to put over our message, you will be placed in a position to accomplish greater success in the work with which we are all associated.

"Before directing your attention to the history of this great international effort, the salient particulars of which Mr. Mihell will touch upon in his address, I should like to address some consideration to what I may term the Why and Wherefore of the 'Save the Surface' campaign.

"For years past many paint and varnish manufacturers, jobbers, dealers and painters, both in Canada and the United States, have felt that in spite of the vigorous sales promotion work of individual firms that the great home market was not expanding as rapidly as it should, in the interest of the trade and in the interest of the public.

"It is a fact that the industry was in a healthy condition, even prosperous, and that the output was steadily advancing year by year, but the condition of the country's homes and buildings proved that possibilities had been merely scratched.

"It was evident to those who made a careful study of statistics which correctly reflected actual conditions, that less than one-third of the necessary painting and varnishing was being undertaken, and it was realized that if the two-thirds left undone would be undertaken by drawing public attention to the necessity for it, that the advantage derived would be not only enormous to the paint trade in particular, but to the nation at large.

"This tendency not to paint had been increasing rather than diminishing, several causes for which have been advanced:

1. The war, which impregnated the people of the Dominion with an idea of economy which became in its interpretation a mere policy of penny wise and pound foolish.
2. The undue emphasis which was being laid on the purely decorative characteristics of paint and varnish.
3. The increased cost of paint and varnish occasioned by the increased cost of raw materials and of labor. This caused people not so much to decide not to paint as to indefinitely postpone painting, which really amounted to the same thing.

"Clearly, there never was a greater **justification for a co-operative educational advertising campaign,** and significantly enough the need of this campaign was realized at practically the same time on both sides of the International line. As a result there sprang into existence a crystalized determination in Canada and the United States to educate the public to the idea that to neglect the surfaces of property was a false economy—a robbing of Peter to pay Paul.

"Might I here point out that the International 'Save the Surface' campaign is

dual in character, and that while on both sides of the boundary we use the same slogan, 'Save the Surface and You Save All,' and employ in a measure the same arguments, and even after the same, or similar illustrations, we have our separate organizations at Montreal and Philadelphia, where national considerations are never forgotten and you can be quite sure the Canadian identity will be as carefully safeguarded as the identity of the United States.

"You can readily see the enormous advantage of an International slogan, common to both Canada and the United States —the great gain also in similarity of copy argument and of design, when you remember that the United States campaign committee employ among their media such periodicals and journals having a large circulation in Canada, as the Saturday Evening Post, The Literary Digest and The American Magazine. If a distinct general similarity were not maintained we would in Canada lose much of the cumulative value and effect.

"When I spoke to the Master House Painters and Decorators' Association of Canada in Hamilton just a year ago, I felt it my duty to particularly point out that it must never be forgotten that this 'Save the Surface' campaign is conducted on behalf of the trade generally — as a booster for business, it is true—but still more as a conservation programme, and that it never has in mind the development of sales of any particular brand or kind of paint or varnish, but I believe to-day there is little necessity for me to insist on this characteristic as it has been so carefully safeguarded as to be by this time well recognized.

"The campaign is in its second year. The intention is to conduct it for a minimum of five years. Advertising, no matter whether educational and co-operative, or merely familiarizing and proprietary, must of necessity be cumulative.

"Public apathy takes a repetition of blows to break down and we believe that the evidence we have during this second year of results being so much greater than during 1919 proves that by the time the campaign is well along in its course, its value will be recognized on all hands.

"This is the fourth convention we have held this year, meetings of this character having already taken place at Montreal, Toronto and Vancouver. All of them have been successful, and at all of them your national committee learned as much for their future guidance as they themselves imparted. For instance, at the Toronto convention the salesmen present developed the idea of sub-conventions for Ontario. I would like to give you some particulars of this idea as I believe it can be developed quite as successfully in the Prairie Provinces as in Ontario.

"In order to secure similar results in Manitoba, Saskatchewan and Alberta you should form local 'Save the Surface' committees in Winnipeg and in Calgary and Edmonton.

"I wish to refer to a difficulty that possibly exists in making it easy for the salesmen of the paint and varnish houses, for the paint dealer and for the painter to link up his own activities with the activities of the 'Save the Surface' campaign in such a manner as to produce the most satisfactory results for himself.

"Any one of these individuals is apt to feel that the committee is doing probably some good, that no doubt a certain number of people will be influenced by the 'Save the Surface' advertising, and that the conservation of property by means of paint and varnish will be increased, but he is very apt to regard it as general rather than particular, and be willing to await developments rather than to strain every effort to develop particular instances.

"This condition of mind natural and forgiveable, as it is, is one of the chief occasions for the projection of this series of conventions. It will be our purpose this afternoon to show you how you can, as it were, cash in, link up and crystalize the situation to your own advantage and to the advantage of those with whom you are associated.

"To do this you must be absolutely sold yourself, you must be willing to admit that it is only fair to attribute a large measure of the present excellent business in paints and varnishes to this co-operative educational advertising campaign, you must be determined that no subscriber to the fund shall do better in securing these possible results than your own firm or company, you must familiarize yourself with and carry a copy of each national campaign advertisement as it appears, you must talk and enthuse your agents, customers and all acquaintances with the absolute certainty of effecting economy and money saving by buying and applying paint and varnish coating to protect their properties from destruction and decay. Let everybody learn the real meaning and truth of the statement that if you save the surface you save all.

"Gentlemen, I am neither a prophet nor the son of a prophet, but I venture to make the prediction that should hard times come again, as they eventually will in either a great or a modified form, that ours is the one industry that can ride along with unslacked pace and even increasing stride. When by means of our campaign we have made the truth known that the property owner cannot afford not to paint, that by buying and applying paint he will avoid the greater expense of repairs, that by spending money on our products he will keep his money, we shall be independent of general trade conditions and be busy at all times."

Following Mr. Henderson's address the activities of the Winnipeg Paint Club were told of by C. H. S. S. Bamford, who spoke of the formation of the club in February, 1912, which to-day has a membership representative of 21 firms, either entirely in the paint and varnish trade or handling these goods. Its primary object, he said, is to further the sale of paint and varnish in Western Canada and assist by every effort the use of these commodities. The 1920 clean-up campaign was touched upon by Mr. Bamford, which he said was successful in every respect and "we do not intend to allow our activities to relapse," he said.

Following the addresses a general discussion took place, during which the question of the shortage of help experienced by the master painters was brought up. It was suggested that efforts be made to have the painting trade included in the schedule of the technical schools with a view to relieving the shortage of painters.

H. F. Mihell of Toronto explained by means of figures the extent of the possibilities in Canada for the paint and varnish industry. "The bureau of statistics gives the population of Canada as about nine millions," Mr. Mihell said. "What does this mean to you as paint and varnish dealers? Every living soul is a prospective buyer either directly or indirectly of paint and varnish. Every phase of life from the beginning to the end needs paint and varnish."

Western Notes

Winnipeg.—H. E. Mihell, of the Imperial Varnish & Color Works, of Toronto, was a speaker at the "Save the Surface" convention.

Winnipeg.—Visitors to Winnipeg last week included the following hardware retailers: M. Tretheway, Willard, Man.; L. M. Zovitz, Punnicky, Sask.; John Yellowlees, Ninette, Man.

Winnipeg.—The Franco-British Supply Co., 705 Great West Permanent Building., Winnipeg, have secured the selling agency for the Duplex Products Co., 3520 Princeton Ave., Chicago, who manufacture the Duplex double duty timer for Fords.

Winnipeg. — W. R. Herbert, general manager of the Prairie division of the British-America Paint Co., attended the "Save the Surface" convention here in Winnipeg on July 2[illegible]; Mr. Harcourt, manager of Regina branch of the British-America Paint Co., was also in attendance.

Marshall-Wells Alberta Ltd., Hold Annual Picnic

Edmonton, Alta.—The second annual basket picnic of Marshall Wells, Alberta, Ltd., and Revillon Wholesale Ltd. was held recently to Alberta Beach. A special train leaving Edmonton at 8.20 a.m. conveyed about 700 pleasure-bent employees with their families and friends to the picnic grounds. The following officials were conspicuous among the fun makers, and their activities contributed much toward furthering the cordial relations between employer and employees already so firmly established among these respective staffs: J. E. Brown, J. F. McMullen, W. R. Bottom, C. F. Peter, J. C. Jamieson and J. D. MacEdwards.

Purchases Standard Machinery & Supplies Ltd.

Montreal.—George G. Cuttle has just purchased the entire interests of the Standard Machinery and Supplies, Ltd., Montreal. The company is capitalized at $200,000, and has been successfully operated since 1916. Mr. Cuttle became connected with the company in 1917 as manager of the metal department; in January, 1918, he was appointed general manager and six months later was elected vice-president. He first entered the iron and steel trade in 1904 with the Montreal Rolling Mills, now a part of the Steel Company of Canada, and worked through various departments until 1913, when he was appointed general purchasing agent, which position he held until joining his present company.

The Standard Machinery and Supplies are the Canadian representatives of the Waltham Grinding Wheel Company of Waltham, Mass.; J. L. Goodhue Company, Limited, Danville, Que.; and the Clinton Metallic Paint Company of Clinton, N.Y., in addition to carrying large stocks of tool steels, machine tools and other supplies.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE holiday season is accounting for a little quieter time, but business continues to keep good all the same. The unprecedented shortage in almost all lines of hardware is causing great anxiety and no immediate prospects of any relief appears visible and prices remain firm as a whole.

Bar iron and steel, sheets and wire and nails remain firm and scarce.

A change is to be noticed this week in the standard size for corrugated sheets, which is now 30 inch. This ruling goes into effect immediately.

New quotations are given on corrugated sheets, steel turnbuckles, barn door hangers, bolt clippers, stair plates, shoemaker's wax, wire cage rat traps, shoe knives and wire rope clamps.

Linseed oil and turpentine have steadied in price in response to a firmer tone in seed, but prices are inclined to vary somewhat.

Slight reductions are noticed in certain makes of wrenches.

A good demand for certain sizes in rope and of binder twine is reported and prices are steady. The situation for fall for window glass is regarded as rather serious, indications pointing to a likelihood of supplies being small if fuel and transportation difficulties do not become easier.

Collections generally are satisfactory.

MONTREAL MARKETS

MONTREAL, Aug. 5—Many changes continue to mark the price of hardware. These are, for the most part, advances, and there is scarcity on a number of lines, with little promise of this being righted for a long time.

Glaziers' points are selling at a new high price of 29c per lb., clothes pins are higher, both common and spring, some lines of press and brace drills are higher through a revision of discount, and rope thimbles are up. School crayons are advanced to $5 for a dozen boxes. A line of match boxes is quoted higher. Marble's hunters' axes are higher. Standard fence pliers are up. Stub end buckles are up. Rubber belting is higher in price. Stillson pipe wrenches are up. Horse clippers and machines and parts for the same are revised upward. Building papers are active, with tendencies firm. Wire products are scarce and firm. Range boilers are steadily firm, and rope, while unchanged, is strong. Oil and gasoline are firm at the new prices quoted last week. Steel and iron products are scarce. In the old material list heavy melting steel is higher, a demand having developed from the Old Country for this. Antimony, tin and spelter are somewhat easier. All around there is a remarkable summer activity in wholesale trading circles, country business being active.

New High Quotation on Glaziers' Points

Montreal.

GLAZIERS' POINTS.—As announced last week zinc-coated glaziers' points are advanced in price. These are being quoted to the retail trade at 29c per pound.

All Clothes Pins Are Revised Upward

Montreal.

CLOTHES PINS.—The clothes pin market is very firm and prices now quoted on the common are $2.30 per box of 5 gross, and on the "spring", 2 gross boxes, $1.80 per box.

Some Lines Drills Cost More to Trade

Montreal.

DRILLS.—A revision of the discount for various steel drills has been made and brace bits are quoted at 45 per cent. off the list, and "Bitstock" have the same discount. Straight shank are quoted at 25 per cent., and ratchet are subject to list plus 22½ per cent.

Prices Marked Up on Rope Thimbles

Mon'real

ROPE THIMBLES.—An advance has been made in the price of wire rope thimbles, and these are selling as follows: ¼ in., per 100, $6.00; 5-16, $75; ⅜, $8.50; ½, $11.00; 5-8, $7.50; ¾, $21.00; 7-8, $25.00;. 1 in. $32.00.

ROPE CLIPS, it will be recalled, were advanced last week approximately 20 per cent.

School Crayons Are Taking Higher Basis

Montreal.

SCHOOL CHALK.—The following recent advances for various grades of chalk prices have been revised upward on school chalk. White is now selling at $5.00 per dozen boxes and pink at $5.50.

Wheelbarrows Scarce ; May be no Relief

Montreal.

WHEELBARROWS. — Jobbers report a continued scarcity of all kinds of wheelbarrows including those constructed of steel and of wood. The scarcity of material and labor are large attributory reasons, and it is doubtful if the demand will be overtaken this Fall. Shipments are decidedly slow in arriving and no surplus seems to be held by jobbers generally.

Matchbox Prices Revised Upward

Montreal.

MATCH BOXES.—Higher prices are being quoted on match boxes, No. 181.

These are selling to the trade at $5.80 per dozen.

Hunters' Axe Prices Show Some Advances

Montreal.

AXES.—Hunter's axes of "Marble" make, No. 2, are now selling at $31.50 per dozen, and No. 6, at $21.60 per dozen.

More Money Charged For Fence Pliers

Montreal.

FENCE PLIERS. — Standard fence pliers are revised upward in price and are selling at following net prices per dozen: 4½ in., $8.00; 6 in., $10.00; 8 in., $13.20; 9 in., $15.00; 10 in., $16.00. These commodities are still scarce and the market is naturally ruling very firm on all kinds of pliers and will probably continue for some time.

Stub End Buckles Are Priced Higher

Montreal.

TURN BUCKLES. — Stub end turn buckles have advanced in price. The various sizes selling at these net prices: ½ in. per doz., $7.20; 5-8, $7.80; ¾, $10.00; 7-8, $11.70; 1 in., $13.80; 1⅛, $20.00; 1¼, $24.55; 1½, $30.00.

Rubber Belting Is Now Quoted Higher

Montreal.

BELTING.—Prices are higher on various rubber belting, due to a revision of the discount. Transmission belting with frictioned-surface is quoted at 16 per cent. from the list, the previous discount being 20 per cent. Frictioned-surface rubber belting for the high-speed and small pulleys only, "Acme Red Special," white duck, is quoted at 24 per cent., and regular rubber-coated belting is elling as follows: Peerless, 16 per cent. from the list; Reliance, 32 per cent; Banner, 6 in. and under, 38 per cent.

Conveyor belting has also advanced in price, the increases ranging from 5 to 10 per cent. The market is quite firm and is active.

Pipe Wrenches and Parts Revised Higher

Montreal.

WRENCHES.—Stillson wrenches and parts have advanced in price again and are now quoted at 25 per cent. off the list.

Clippers and Machines, Clipper Parts Advanced

Montreal.

CLIPPERS.—In addition to the price of $16.00 on No. 1 power horse clipper, already quoted, other prices are in effect. No. 2 are quoted at $20.75 each, and both these clippers are subject to a 25 per cent. discount. Attachments for the horse clipper are listed at $10.00 each, and for the sheep shearing attachment at $14.50. No. 8 sheep shearing machine is quoted at $21.00, No. 9 at $24.00. These are likewise subject to a 25 per cent. discount.

Building Papers Active With Tendencies Firm

Montreal.

BUILDING PAPERS, ROOFINGS. — Prices are firm on all these lines and there is little to indicate lower prices. The present activity comes from the filling of back orders, and manufacturers state that raw materials of many kinds are scarce. Coal tar, sheathings, soapstone, rubber and nails are scarce from time to time, labor is high and transportation slow. Altogether the situation is very firm and makers will be busy for some time executing orders now in hand.

Wire Demand Is Bigger Than Total of Supplies

Montreal.

WIRE PRODUCTS.—As far as baling wire, smooth galvanized, coiled spring and barb wires go, they are very scarce. Hardware jobbers express their belief that this fall will see a shortage. Prices are really nominal and no definite basis is being adhered to in all cases. No. 9 is based by some at $7 per 100 lbs.

Nail Demand Continues With Supplies Short

Montreal.

NAILS.—The demands are still active, and little relief is in prospect. As a matter of fact there are ever-decreasing supplies of needed sizes, and it begins to look as though this market will be bare for the present season. Prices are therefore firm and the basis holds steady at $6.40 per keg for standard wire, and at $7.35 for cut.

Range Boilers Steady Without Price Change

Montreal.

RANGE BOILERS.—There has been quite a steady movement of range boilers of standard size and pattern. The steel plates for stamping these have been scarce, but there seems to have been a fair supply all along. The standard 30-gallon boiler is quoted at $15 and the extra heavy at $18 each.

Rope Is Holding Firm Without Change

Montreal.

ROPE AND CORDAGE.—Prices are firm on rope, manufacturers stating that the raw materials have been advancing steadily in price and that they have had to pay more for imported fibres. The market is ruling firm, but no quotable changes have been made, pure manila being quoted at 35½c; British manila and New Zealand at 28c, and sisal at 22½c per lb. There is a fair movement, though heavy business at this period of the year is not anticipated.

Firm at New Prices Are Oil and Gasoline

Montreal.

COAL OIL, GASOLINE.—At the advanced prices quoted last week, coal oil is firm. The movement is quite heavy, this being the active season for oil stoves. Prices are quoted at 31 to 34 cents per gallon, and tendencies are strong.

GASOLINE, of motor grade, is selling at the new price of 41½ cents per gallon and the better grades at 46½c. Summer demand for this has greatly increased with the holiday use of automobiles.

Holders of Sheets Receive Record Prices

Montreal.

SHEETS AND PLATES.—It is necessary, almost, to beg supplies when steel sheets are wanted these days. Manufacturers have been getting a little better delivery from various mills, however, but there is a continued shortage, and this, on some gauges, is often acute. The outlook for the coming Fall is said to be in no wise improved, and it may be that free movement of supplies will be deferred beyond the present year.

BLACK SHEETS—		
10 gauge	....	10 00
12 gauge	....	10 00
14 gauge	....	10 10
16 gauge	....	10 45
18-20 gauge	....	9 50
22-24 gauge	....	10 45
26 gauge	....	10 50
28 gauge	....	10 50
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	13 00
28 gauge	....	12 60
26 gauge	....	11 25
22 to 24 gauge	....	12 05
20 gauge	....	12 05
18 gauge	....	12 05
16 gauge	....	10 75
English Standard—		
28 gauge	13 00	13 50
26 gauge	12 75	13 25
24 gauge	12 15	12 65
22 gauge	11 80	12 30
18 and 20 gauge	11 35	11 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Trade in Products Made of Lead Is Good

Montreal.

LEAD PRODUCTS.—The demand for these products, seasonably considered, is quite satisfactory. This reveals that there is quite a considerable amount of building under construction. Pig lead is holding its own and there is therefore little likelihood that a readjustment of price on the made-up lines will come in the immediate future. Stocks are in reasonably good shape.

Lead pipe, per 100 lbs.	....	17 00
Lead waste, per 100 lbs.	....	18 00
Note.—Lead pipe is subject to a discount of 10%		
Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	....	0 13¼
Do., 4 to 8 lbs. sq. ft.	....	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.		
Solder, guaranteed, lb.	....	0 37½
Solder, strictly, lb.	....	0 35½
Solder, commercial	....	0 33
Solder, wiping, lb.	....	0 32¾
Solder wire (8 gauge)—		
40-60	....	0 37½

40-55	....	0 39¾
50-50	....	0 42¼
Zinc sheets, casks	....	0 16½
Do., broken lots	....	0 17

No Hope For Bigger Supply Steel and Iron

Montreal.

IRON AND STEEL.—"We cannot get what we require of some sizes steel and iron," said a prominent jobber this week to Hardware and Metal. It is evident, when present production is taken into consideration, that there will not be much relief for some weeks, for there are many tons on back order, and the outlook is less favorable than it was two weeks ago. Prices are firm and there is likely to be a maintenance of the basis, if not an advance.

IRON AND STEEL

Iron finish machinery steel		5 35
Norway iron	13 50	15 00
Single reeled machinery steel		6 80
Spring steel		5 80
Sleigh shoe steel		5 30
Tire steel		5 50
Toe calk steel, per 100 lbs.		6 20
Band steel		5 30
Harrow tooth steel		5 45
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Bar iron, base		4 95
Refined iron, per 100 lbs.		5 95
Mild steel		5 30

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Old Material Quiet; Melting Steel Higher

Montreal.

OLD MATERIAL.—Prices have been sagging on most lines, for there is a dearth of demand from the mills. Heavy melting steel has firmed and advanced in price, however, this being due to the recent increase of demand from abroad. For car lots, $24 to $25 per ton is being paid. Other lines are quiet and prices low.

Dealers' Buying Prices

Automobile tires	0 02½	0 03
Yellow brass	0 09	0 10
Red brass	0 16	0 17
Light brass	....	0 06½
Scrap zinc	....	0 06¼
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	30 00
Heavy melting steel	24 00	25 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Ware List Steady; Will be Active Trade

Montreal.

WARES.—The list is steady but unchanged. Enamelled ware, tinware and japanned goods are all firm, due to the sheet and tinplate stringency. The outlook does not indicate that there will be any reduction in prices, and with booked orders and prospects for future orders, there will be a heavy outturn of supplies this fall.

Many Heaters Booked; Will be a Big Season

Montreal.

STOVES AND HEATERS.—"We expect to sell more heating stoves this fall than at any time in our history." Such was the comment of a Montreal manufacturer to Hardware and Metal this week, and there is little likelihood that this has been the experience of other makers. Prices are, and will likely continue to rule firm for some time, for it is not an easy matter to get the steel plates. Those who have placed orders in advance will, however, be likely to obtain their requirements.

Antimony, Tin, Spelter Are Revised Downward

Montreal.

INGOT METALS.—While the recent decline further in English exchange has been a factor, mills have revised their quotations to coincide with this. In local trading circles prices are fairly well maintained and there is some trading.

TIN.—London cables are little different, although the local basis has eased off somewhat. Importers are quoting 56 to 57 cents per lb.

COPPER.—Some trading is being done at 24 cents for casting and at 24½ cents for electrolytic.

LEAD.—This is the strongest item in the list for the week, and is held at 10¼ cents per lb.

ANTIMONY.—The price is softer this week and a quotation of 10½ cents is made. Sales are more limited.

SPELTER.—This metal is not actively in demand and price has sagged to 10¾ cents per lb.

ALUMINUM.—Not much change in any respect and trading is conducted on the basis of 37-39 cents per lb.

TORONTO MARKETS

TORONTO, August 5.—Fewer changes are noted on various lines this week. This may be on account of the holiday season and not that prices are becoming stabilized. Corrugated sheets have been advanced and the standard size for these is now 30 inch.

Stoves and enamelware are moving fairly, though bookings for the former for fall are not as heavy as usual. Higher prices are noted on steel turnbuckles, barn door hinges, nail pullers, shoemaker's wax, self wringing mops, stair plates, steam cylinder oil. Galvanized sheets are still very scarce and prices are only conditional on being able to make deliveries. Wire and wire nails also continue to be very difficult to obtain and the outlook for fence and fence wire is also poor.

The holiday season is responsible for a decline in the amount of business, but generally this is as good and better than usual at this time of the year, and the only complaints that manufacturers have are the shortage of raw material caused by want of fuel and transportation difficulties, due to lack of cars.

Considering that many travellers are away on their annual vacation, fall bookings are coming in very well.

Advance of 12½% on Corrugated Sheets

Toronto.

CORRUGATED SHEETS. — An important announcement this week is to the effect that 30" sheets have been adopted as the standard size of material for manufacturing corrugated iron, all gauges lighter than 24. Corrugated iron in all gauges lighter than 24, made from wider sheets than 30" carry extra list price of 75 cents per 100 square feet. This ruling is effective immediately on all new orders but does not affect any orders now on hand.

Owing to railroad congestion it is still difficult to get delivery of sheets, and manufacturers are putting forth every effort to overcome the handicap. An advance of approximately 12% is recorded this week. New prices are shown herewith.

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	$12 00	$ 9 50
No. 26 gauge	12 75	11 00
No. 24 gauge	18 75	13 50
No. 22 gauge	22 25	17 00
No. 20 gauge	26 50	21 75
No. 18 gauge	32 75	26 75

On shipments of 300 lbs and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, he freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Discount, 7½%.

Westcott Wrenches Are Down a Little

Toronto.

WESTCOTT WRENCHES. — A slight shading is noted on the Westcott wrench and the following are new net quotations:

6 in., $11.60 doz.; 8 in., $14.55 doz.; 10 in., $17.45 doz.; 12 in., $26.15 doz.; 14 in., $34.85 doz.

Gasoline and Coal Oil Remain Firm

Toronto.

GASOLINE.—The present quotation on gasoline is 40 cents per gallon. No immediate change is looked for from the advance of last week, but with present high costs still higher prices are not unlikely. The demand continues heavy.

COAL OIL.—This is moving freely and is unchanged from 29½ cents for Royalite, and 32½ cents for Palacine.

Stoves Continued Firm and Steady

Toronto.

STOVES.—Manufacturers report fall booking for stoves and heaters to be fairly good, but shortage of supplies continues and outlook for those who leave ordering until last is none too good.

Steam Cylinder Oil Quoted Higher

Toronto.

CYLINDER OIL.—Capitol cylinder oil is now selling at 96 cents per gallon, barrels less 15%.

Drop-forged Steel Standard Turnbuckles

Toronto.

TURNBUCKLES.—The prices of drop forged steel turnbuckles have been revised and the following are the present net quotations:

	With Stubs	Without Stubs
3/8 in.	$ 0 42	$ 0 28
7-16 in.	0 45	0 30
1/2 in.	0 48	0 33
9-16 in.	0 50	0 35
5/8 in.	0 52	0 37
3/4 in.	0 66	0 44
7/8 in.	0 78	0 50
1 in.	0 92	0 62
1 1/8 in.	1 33	0 85
1 1/4 in.	1 65	1 05
1 3/8 in.	1 85	1 15
1 1/2 in.	2 00	1 25
1 5/8 in.	2 70	1 65
1 3/4 in.	3 05	1 85
1 7/8 in.	3 35	2 15
2 in.	4 45	2 80
2 1/4 in.	7 75	4 75
2 1/2 in.	10 50	6 65

Rope and Binder Twine Moving Briskly

Toronto.

ROPE & BINDER TWINE. — There is no change to report in the price of rope and binder twine this week. Markets are firm and manufacturers do not anticipate any decline in cost. The demand for twine continues heavy. Present prices are as per current quotation pages.

Barn Door Hangers Advance in Price

Toronto.

BARN DOOR HANGERS.—Richard-Wilcox barn door hangers are now quoted at 15% off list.

Wire Rope Clamps Show 20% Advance

Toronto.

WIRE ROPE CLAMPS.—Crosby wire rope clamps now show the following prices:

3-16 in., 8c; 1/2 in., 8c; 5-16 in., 8 1/2c; 3/8 in., 10c; 1/2 in., 14c; 5/8 in., 19c; 3/4 in., 26c; 7/8 in., 36c; 1 in., 42c; 1 1/8 in., 51c; 1 1/4 in., 62c; 1 1/2 in., 98c.

Prices Advance on Shoemakers' Wax

Toronto.

SHOEMAKERS' WAX.—Higher prices are quoted on shoemakers' wax, it having advanced $1.50 per hundred balls.

Nail Pullers and Box Openers Higher

Toronto.

NAIL PULLERS AND BOX OPENERS.—New prices are given on unbreakable nail pullers of $2.60 each, and Matchless box openers are $11.50 per doz.

Enamelware Demand Continues Good

Toronto.

ENAMELWARE.—Manufacturers report a good demand for these lines despite many travellers being on their holidays.

Shortages continue in many articles and no relief seems in sight in supplies of raw material; galvanized and tinned sheets being particularly scarce and hard to obtain.

Bar Iron and Steel Scarce, But Unchanged

Toronto.

IRON AND STEEL BARS.—Business in these is reported but fair.

Stocks generally are low, some sizes being hard to obtain, and jobbers state they could dispose of large quantities of certain sizes if they could get them. Prices are as follows:

Common bar steel, 3-16 and light	6 00
Common bar steel, 1/4 in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, 1/4 in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Cement Prices Withdrawn; Shipments Very Scarce

Toronto.

CEMENT. — The prices on Cement have been withdrawn and orders are only accepted for prices ruling at date of shipment. Shortage of fuel is given as the reason for half the plants being closed down, and inability to secure either cars or coal is holding up production. Reports from the States seem to indicate that the car shortage cannot be righted before fall.

New Quotations on Bolt Clippers

Toronto.

BOLT CLIPPERS. — The new net prices on Newcasy bolt clippers are for No. 0, $4.40; No. 1, $5.90; No. 2, $8.25, and No. 3, $10.65.

Wire Nails Show No Change

Toronto.

WIRE NAILS.—Wire nails are firm at the last week's price of $6.40 base. Demand continues good, but no relief is in sight. Mills report scarcity of steel as well as shortage of coal, and prospects for a decline seem slight.

Self-wringing Mops Marked Up

Toronto.

SELF - WRINGING MOPS. — Self-wringing mops are now quoted at $6.30 per doz.

Stair Plates Are Revised Upward

Toronto.

STAIR PLATES.—The following are new prices on these lines: No. 826, gilt, $2.30 per gross net; No. 828, nickel plated, $2.00 per gross net.

Annealed Wire Scarce and Firm

Toronto.

ANNEALED WIRE.—The base price on this is now $6.25 base, but stocks are scarce and supplies slow in coming in. Other grades of wire are equally short, and this is especially noticeable as regards barbed wire.

Ingot Metals Quiet Prices Rule Firm

Toronto.

INGOT METALS.—The demand continues light and deliveries are still feeling the effects of car and fuel shortage. Prices continue steady.

TIN.—The market is very quiet. Four plants of the American Sheet and Tinplate Company have been forced to close down on account of fuel and transportation difficulties.

LEAD is remaining firm and price is unchanged at 10 1/2 cents per pound.

SPELTER.—Little activity is noticeable. Market is held firmly at 10 3/4 cents per pound.

ANTIMONY.—The market is dull. Reports state that imports for the first half of the year were equal to the whole of last year, but present stocks in hand are generally lower.

COPPER is rather featureless this week and prices are largely nominal. The general opinion is that stocks are fairly large. It is quoted at 24 cents per pound.

ALUMINUM.—No new features were evident, demand was small and prices continue firm at 37 cents per pound.

Lead and Zinc Products Dull; Price Firm

Toronto.

LEAD AND ZINC PRODUCTS. — Business is reported a little quiet on these lines but it is only to be expected at this time of the year. Prices are ruling firm. The following are quotations on principal lines:

Lead pipe, list, per lb.	0 17
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets 1/2 to 3/4c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 43
Solder, strictly, lb.	0 35

Solder, commercial, lb.	0 33
Solder, guaranteed, lb.	0 39
Solder, wiping, lb.	0 33
Lead waste pipe, list, per lb............	0 18
Zinc sheets, per lb.	0 19

Waste Materials Quotations Unchanged

Toronto.

WASTE MATERIALS.—Business is reported a little quieter this week, with no noticeable change in prices. Car shortage is still hampering movements, following are the juotations on principal lines.

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 08
Scrap zinc	0 06
Heavy copper	0 17
No. 1 machinery cast	33 00
Heavy melting steel	15 00
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes....	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 02½
Heavy lead pipe	0 05¾
Tea lead	0 03

Fair Demand For Wrought Pipe

Toronto.

WROUGHT PIPE—There is a steady demand for certain sizes in both black and galvanized but manufacturers still find it difficult to fill orders. Prospects for any immediate improvement in deliveries appear slight.

Illustrating the condition the iron and steel trade has been placed in as a result of railroad congestion and shortage of fuel and raw material reports from the Cleveland district say: "that traffic conditions in the iron and steel industry, during the past month, have reached a more acute shortage and it has become a matter of constant struggle to keep plants in operation and finished material moving."

Prices on list No. 46 of July 26, 1920, hold good and are as follows:

Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8 63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.01
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2 66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4 39	4.39	5.21

Galvanized and Black Sheets Scarce

Toronto.

SHEETS, GALVANIZED & BLACK. —Deliveries of these are very scarce. The prices given in current quotation pages are only nominal, and are for stocks that may be on hand at time of order. To fill orders dealers have had to secure what they could locally in many cases, and have had to pay, and charge, increased prices for the privilege.

LONDON MARKETS

LONDON, Aug. 5—Business here is reported as very satisfactory. There is a steady volume of trade and lines such as builders' hardware and carpenters' tools are enjoying a good sale along with the various summer lines.

Prices continue firm, with the exception of linseed oil, which is down another ten cents. Collections continue good.

Further Decline in Linseed Oil

London, Ont.

LINSEED OIL.—Continuing the downward movement of recent weeks, linseed oil has dropped another 10 cents in price. Crushers are getting larger supplies of seed and the general situation is much improved. New quotations are as follows:

	Raw	Boiled
1 to 2 bbls.	$2.17 gal.	$2.20 gal.
3 to 5 "	2.16 gal.	2.19 gal.
6 to 9 "	2.14 gal.	2.17 gal.

Less than bbls. add 15 cents gal.

Turpentine Prices Unchanged; Good Sale

London, Ont.

TURPENTINE. — Following recent price declines turpentine has remained steady this week with a good sale reported. Following are present quotations:

1 bbl. lots .... $2.60 Imp. gal.
2 to 4 bbl. lots .... 2.59 Imp. gal.
5 gal. lots .... 2.75 Imp. gal.

Good Sale For White Lead in Oil

London, Ont.

WHITE LEAD IN OIL.—A good buying movement continues for white lead in oil with prices unchanged as follows:

	Tons	Less tons
Pure, per 100 lbs.	$20.45	$20.80
Elephant, per 100 lbs. ..	20.95	21.30

Fair Sales For Rope During Past Week

London, Ont.

ROPE.—A fair sale for rope is reported from the local trade during the past week. Prices are steady and no change is anticipated in the immediate future. Prices are as follows:

Pure Manila, 35½ cts. base; Beaver Manila, 28 cts. base; New Zealand Hemp, 28 cts. base; Sisal, 22½ cts. base.

Good Demand For Nails Continues

London, Ont.

NAILS.—A good demand for nails exists locally. This is no doubt due to the increased amount of building being undertaken in the district. Present prices are as follows:

Wire .... $6.25 base
Cut .... $7.50 base

Wire Cage Rat Traps Advance

London, Ont.

WIRE CAGE RAT TRAPS.—An advance is recorded this week on wire cage rat traps, bringing present price to $9.50 doz. for No. 1 traps.

Higher Prices on Reid Lightning Screw Drivers

London, Ont.

REID LIGHTNING SCREW DRIVERS. —New and higher prices are named this week on Reid lightning screw drivers. These are now being quoted as follows: No. 1, $3.25 each; No. 2, $2.60 each.

Shoe Knives Reach Higher Price Level

London, Ont.

SHOE KNIVES. — New and higher prices are named this week on shoe knives. These are now being quoted at $3.65 per doz.

Stillson and Trimo Wrenches Up 10 Per Cent.

London, Ont.

STILLSON AND TRIMO WRENCHES —A 10 per cent. advance has been made in prices of Stillson and Trimo wrenches this week, bringing new quotations to 25 per cent. off list

Parts For Stillson and Trimo Wrenches Higher

London, Ont.

PARTS FOR STILLSON AND TRIMO WRENCHES.—Simultaneously with a change in prices of Stillson and Trimo wrenches comes an advance on parts for these wrenches. New quotations are on the basis of 25 per cent. off list.

Iron Horse Shoes Advance in Price

London, Ont.

IRON HORSE SHOES.—The advances this week include higher prices for iron horse shoes, these now being quoted as follows: No. 2 and larger, $8.25 keg; No. 1 and smaller, $8.95 keg.

Prices Higher on Richards Wilcox Line

London, Ont.

RICHARDS-WILCOX LINE. — A new discount of 20 per cent. off list has been

named on Richards-Wilcox Catalog C2 list. This makes an increase in price. New net prices on some of the best selling lines are as follows:

Barn Door Rollers—No. 543, $22.40 doz.; No. 544, $20.80; No. 545, $16.00; No. 843, $14.40; No. 021, $14.40; No. 821, $27.20; No. 21, $22.40; No. 321, $24.

Parlor Door Hangers—No. 12 Double sets complete, $5.20 set; No. 12 Single sets complete, $2.65 set.

Mounted Grindstones—No. 300, $8.80 each; No. 400, $10.00 each.

Higher Prices on Rochdale Pruners

London, Ont.

ROCHDALE PRUNERS. — Higher prices are recorded this week on Rochdale pruners, bringing quotations to the following: No. 35, $18.75 doz.; No. 38, $24.75 doz.

Higher Prices For Fence Staples

London, Ont.

FENCE STAPLES.—Among the lines showing an advance this week are fence staples. New prices on these are as follows: Bright, in 100 lb. kegs, $6.65 per 100 lbs.; Bright, in 25 lb. boxes, $7.65; Galvanized, in 100 lb. kegs, $7.65; Galvanized, in 25 lb. boxes, $8.65.

Steady Sale For Window Glass

London, Ont.

WINDOW GLASS.—A steady sale for window glass is reported this week with stocks in fair condition. Back orders have recently been moving more freely. Prices are as follows: single diamond 15 per cent. off list; double diamond, 15 per cent off list; Cut Lights, 40 per cent. off list.

Putty Has Seasonable Sale; Prices Firm

London, Ont.

PUTTY.—A good seasonable sale for putty now exists locally, and prices are firm as follows: Standard, 100 lb. drums, $8.30 per 100 lbs.; 25 lb. drums, $8.55; pure, 100 lb. drums, $10.80; 25 lb. drums $11.05.

Good Sale For Harvest Tools

London, Ont.

HARVEST TOOLS. — With the approach of harvest season the sale of harvest tools is picking up. Quotations are now being made at 50/10 per cent. off list.

WINNIPEG MARKETS

WINNIPEG, Aug. 5—Business was not so brisk during the past week as it has been, but jobbers are well satisfied with the volume alloted them for this season of the year. A great many advances in prices have been made during the past week on hardware commodities. There seems to be no hope for anything but advances, although the price of turpentine has dropped 50 cents per gallon after being advised that the price was almost bound to go up on account of the big demand of the English buyers and the limited supply in the South which is smaller than it has been for a number of years.

There is still a great shortage of raw materials and nearly all kinds of hardware commodities are showing very little relief. There is great anxiety over deliveries for the future. A number of lines for fall bookings are going out to the dealers now and the trade are looking for a heavy buying movement. Collections are better and although business in general is not as brisk as it might be, merchants are fairly well satisfied with the volume of business being done.

Advances this week have been made on wrought iron pipe on the larger sizes only and also cold chisels, stocks and dies, horse muzzles, washing machines, wringers, cotton gloves, cold blast lanterns, wrought iron and cast iron fittings, Dart unions and several other lines. Wire nails are steady and scarce at the present high basis of $7.00 per keg. Paper bags and toilet paper are up in price and hard to get. The price on manila rope is expected to take an advance shortly on account of the manufacturers being confronted with higher prices for raw material. In general, prices are firm with a strong tendency to be higher on many lines.

Advance Made on Wrought Iron Pipe

Winnipeg.

WROUGHT IRON PIPE.—Price advances on wrought iron pipe from 4½-inch up are recorded this week. It was stated in the markets of last week that a probable advance in the price of wrought iron pipe would be forthcoming in the near future. It is felt that still a further advance will be made soon, as there is a great demand, and it is very hard to get any large quantity. The following prices are in effect:

Sizes, ⅛, black, $6.17, Galvanized, $8.64; ¼, $5.76, $8.10; ⅜, $5.90, $8.24; ½, $7.88, $9.59; ¾, $9.77, $12.06; 1, $14.40, $17.82; 1¼, $19.53, $24.12; 1½, $23.40, $28.80; 2, $31.50, $38.84; 2½, $50.94, $63; 3, $66.60, $82.80; 3½, $84.60, $103.50; 4, $99.90, $122.40; 4½, $119.25, $146.70; 5, $139.05, $171; 6, $180, $222.30.

Malleable Iron Fittings Up 10%

Winnipeg.

MALLEABLE IRON FITTINGS. — Prices on malleable iron fittings are firm, and the tendency is upward. Class A is now quoted at 50 per cent. off the list.

Dart Unions Take Higher Discount

Winnipeg.

DART UNIONS. — Dart unions are selling on a revised discount basis which makes some of the sizes 10 per cent. higher in price. Dart unions ¼-in. to 2-in. are selling at 15 per cent. off the list, and ⅛-in., 2½, 3½ and 4-in., the discount is 5 per cent. off.

Wrought Iron Nipples Are Firm in Price

Winnipeg.

WROUGHT IRON NIPPLES. — The demand is extremely heavy and cannot be met from the available supply. The tendencies are very firm and even higher prices may be looked for on wrought iron nipples.

Washing Machines Advance Slightly

Winnipeg.

WASHING MACHINES. — A sharp advance has been made on the price of washing machines. New prices quoted this week are as follows: Dowswell, $9.55; New Century, $16.30; Canadian, $9.55.

Higher Prices on Cold Blast Lanterns

Winnipeg.

COLD BLAST LANTERNS.—A sharp advance has been made on cold blast lanterns amounting to an increase of 10 per cent. The new prices quoted are: No. 2, plain, $15.75; No. 2, japanned, $16.50; No. 2, coppered, $19.25.

Jap. Gold Paint Advances 10%

Winnipeg.

GOLD PAINT.—An advance of 10 per cent. has been made on Japanese gold paint, and No. 2 size is now quoted at $4.00, and No. 3 size at $1.90 per doz.

Change Expected in Wire Nail Prices

Winnipeg.

WIRE NAILS.—Although the price has remained firm for some little time on wire nails, an advance is expected very soon.

The base price to-day is $7.00 per keg.

Higher Prices on Zig-Zag Rules

Winnipeg.

ZIG ZAG RULES. — Although the demand is only fair for this particular line

the price has advanced about 5 per cent. The new prices quoted are: No. 02, $2.75 per doz.; No. 03, $3.80 per doz.; No. 04, $5.00 per doz.; No. 06, $7.85 per doz.

Prices Change on Stewart Clippers

Winnipeg.

HORSE CLIPPERS. — Lower quotations are made on Stewart horse clippers and sheep shears this week. New quotations are less a discount of 25 per cent. The net prices on the Stewart horse clipper is $14.50.

Tie-out Chains Advance 10 Per Cent.

Winnipeg.

TIE OUT CHAINS. — There has been a fair demand for this commodity and the supply is none too good. The price quoted this week is 15 per cent. off the list, being an advance of 10 per cent.

Wringers Up 10% on Previous Lists

Winnipeg.

WRINGERS.—Wringers are up about 10 per cent. on previous prices. A good trade is being done in this line and the stock of some lines is fair. This week's prices are: New Eze, $82.50 per doz.; Regent, $75.00 per doz.

Fire Extinguishers Show Price Advance

Winnipeg.

FIRE EXTINGUISHERS.—Owing to the rising market in the price of metals it was necessary to advance the price on Pyrene fire extinguishers. The prices for this week are as follows: No. 25, sizes 1 to 6, $10.00 each; No. 25, sizes 7 to 12, $9.38 each.

Advance of 10% to 15% on Soil Pipe Lists

Winnipeg.

SOIL PIPE.—A 15 per cent. advance on soil pipe lists up to four inches in size has been made this week. In larger than four inch size the advance equals 10 per cent.

PITTSBURGH MARKETS

PITTSBURGH, Aug. 5. — Taking the blast furnaces and steel works as a whole, the shipments are somewhat improved, and thus the rail transportation situation as relates to the distribution of the iron and steel industry's products appears at least to have rounded the turn. The worst condition fell towards the end of April, and for some time afterwards there was improvement, but late in June conditions started growing worse again, not because the total volume of rail transportation did not continue to increase, but because cars were diverted from general movement to the movement of coal. The original coal mine preference order was dated June 21, and was run for 30 days, while a 30-day extension carries it to August 19. The blast furnaces and steel works were deprived of a considerable number of gondola cars, but with increasing transportation all around the handicap is being overcome. The time is now probably near at hand when the coal mines will be supplied with all the cars they can load, whereupon any further increase in the volume of transportation will bring benefits to the iron and steel and other industries.

The point has not yet been reached at which all the furnaces and mills are shipping as much tonnage as they make, but the additions to stock are at a smaller rate, and at some plants, though thus far at only a few, the shipments exceeded the production. The Chicago district had been doing very well in this respect, having cleaned up the larger part of its accumulation of steel at mill, when last week the coal mine strike in Illinois and Indiana effected a large curtailment in iron and steel production in the district, about half the blast furnaces having to bank. There was an immediate effect upon the rolling of steel at the Gary plant, on account of the mills depending for power upon blast furnace gas.

The policy has become still more general among steel mills of holding steel, when it cannot be shipped, in the semi-finished form, whereby the production of finished steel is less, proportionately, than the production of crude steel, and shipments are approximately equal to the finished steel output. At some mills special orders rolled in the past are being picked out for shipment, while the mills are rolling stock sizes, the object being to get into consumers' hands such finished steel as might be desirable for use at some later time, leaving the stocks at mill in more mobile form.

Light Demand Continues

The market demand for steel has been light for some time past, and prospects now are that this light demand will continue for some months to come, general business and financial conditions being distinctly unpropitious for bringing out a full demand for steel, particularly when productive capacity is 40 to 50 per cent. greater than before the war. There is railroad buying in prospect, but no large volume compared with the heavy purchases the railroads used to make, as in 1905 and 1906, in 1909 and 1910 and in 1912. With railroad buying extremely light in the recent past, even a fair volume of buying in the near future would not strike anything like the average that used to be common, and either in the next year or the next ten years the steel industry cannot expect the railroads to take nearly as large a percentage of the total steel output as they have in the past, although in point of tonnage the purchases may be fairly large.

In the matter of construction work generally the outlook for steel consumption is not particularly favorable, for even though the cost of steel can be shown to be relatively moderate, the cost of other building materials, and the cost of labor, are very high, while there are vexatious delays in all construction work. Then, again, conditions as to financing new enterprises are rather unfavorable.

Equalization of Prices

It is a more common view than formerly that steel prices in general will decline to the level maintained steadfastly by the Steel Corporation since the Industrial Board arrangement of March 21, 1919. That there should be two or three markets is unprecedented, and is illogical, except for brief periods when there may be delivery premiums. That the corporation will not advance its prices was made clear long ago. Only recently Judge Gary issued a statement on business conditions in general, in which he took occasion to criticize in strong language the disposition of so many sellers of various commodities to exact the highest price obtainable and thus make inordinate profits. As to earnings the Steel Corporation's report for the second quarter of the year furnishes further testimony to the fact that the Industrial Board prices are quite profitable, for the earnings were far in excess of dividend requirements even though the shipments were much below capacity.

The second quarter earnings of the Steel Corporation, after payment of interest on subsidiary company bonds, but before depreciation allowances, sinking funds, etc., were $43,155,705, against $42,089,019 in the first quarter, and the surplus after dividends was $13,776,833.

The pig iron price outlook is particularly uncertain, because the market has no basis. Prices in the different districts are made from week to week by small transactions, while in steel products there is the stable basis afforded by the Steel Corporation's having adhered to the Industrial Board prices for over 16 months. The pig iron markets have advanced far above the Industrial Board schedule and thus are entirely out of line with steel prices. The markets as made of late have been made by demand for prompt iron, but generally of buyers having no inclination to buy for forward deliveries. Thus in the past fortnight the valley market has advanced $1 a ton on Bessemer, basic and foundry, on transactions of only a few thousand tons in each grade, and these small tonnages can hardly be considered adequate to advance the whole market for the future, when hundreds of thousands of tons will have to be traded in. What consumers are buying now is deliveries rather than pig iron. The only market that now exists is the prompt market, it being quotable, with the recent advances, at $47 for Bessemer and $46 for foundry or basic, f.o.b. valley furnaces, freight to Pittsburgh being $1.40.

Retail Clerks' Association Going Ahead Steadily Now in Sault Ste. Marie, Ont.; Merchants Are Co-operating Heartily

Members Meet Regularly For Social and Business Benefits—Strength of Organization Has Increased in Six Months From Thirteen to a Hundred and Fifty—Wednesday Half-holiday was One of First Coups Effected.

(Written Specially for Hardware and Metal by Secretary J. N. Rush, (hardware) 23 Herrick Street, "Soo.")

THE merchants of Sault Ste. Marie, Ont., last year, 1919, started a movement with regard to the weekly half-holiday the year round except December, but unfortunately they fell down in their enterprise; therefore, the following year the Retail Clerks' Association was formed with the hearty co-operation of the merchants.

At the time the clerks started the movement the Trades and Labor Council tried to form a union and block out the association, of which the merchants were more highly in favor. They did not like the idea of a union, so they asked the clerks to form an association.

Formed For Three Reasons

The association was formed then for three reasons:

(1) The Wednesday half-holiday;

(2) The meeting of all clerks regularly for social and business benefits, and

(3) For sports during the different seasons of the year.

The association is managed by the following officers: President, J. W. Pybus; 1st vice-president, J. G. Stewart; treas., Alex. Murray, and sec., J. N. Rush. They are assisted by various committees, such as sports, literary, etc.

Our first meeting in January was not a very great success, but with every meeting the members have increased from the unlucky 13 to 150, which is a goodly percentage of retail clerks. We are, however, just starting, and next winter we hope to enlarge more strongly.

The reason the fair sex were taken in was because they, too, are entitled to the Wednesday half-holiday, and also to the getting-up of dances, etc., which the association puts on. We had one dance last winter which would have been a failure had it not been for the girls, as they did all the work, that is the making of sandwiches, etc.

At the First Meeting

Given here is a copy of the minutes of the first meeting on January 8, 1920:

"The president, J. W. Pybus, opened the meeting, briefly outlining the purpose of the Retail Clerks' Association to the members of the association and also to a number of retail merchants who were present.

"The president's remarks dealt largely with the weekly half-holiday question, to which the merchants present expressed their hearty approval.

"Several of the business men present were then asked to speak on the half-holiday, and all agreed that it was a good thing as they themselves enjoyed a half-holiday, and, therefore, would like to see it in vogue. All were in favor of giving it a boost and helping it along. Those expressing opinions were: J. H. Bryan, of Bryan's, Ltd.; J. Hussey, of Hussey-Ferrier; C. M. Green, of Nipissing Stores; E. L. Bedford, of E. L. Bedford & Co., and W. Langstaffe, of Langstaffe Bros.

All Merchants Closing

"The meeting was brought to a close with the merchants asking the clerks to circulate a petition for the merchants to sign re the half-holiday closing. On motion of J. G. Stewart, seconded by J. W. Pybus, the meeting was adjourned."

In ending, I might state that all the merchants are closing and think it is a mighty good thing for themselves and clerks.

We have also ball teams which at present are developing into shape. We play a game every Wednesday afternoo weather permitting.

Not a Difficult Matter to Interest the Passing Public in Thermometers

There is comparatively little demand for thermometers, but there is no limit to the amount of business a merchant can do if he thoroughly merchandises a thermometer line. Weather is always a topic of conversation, and especially in the summer, when the temperature has a habit of climbing to dizzy heights and doing little tricks that take the breath away. People are always thinking and talking about the weather. Summer is, therefore, an ideal time to merchandise thermometers.

Keep your window display of thermometers simple. The instruments and the accompanying display cards will arouse sufficient interest without much additional display material. People will go out of their way to look at a thermometer and read the temperature it registers, and they will surely stop and look at a window display in which a thermometer is shown. For that same reason, it is easy to interest people in thermometers, and to induce them to purchase.

Wit and Wisdom

A FISH STORY

The second course of the table d'hote was being served.

"What is this leathery stuff?" demanded the diner.

"That, sir, is filet of sole," replied the waiter.

"Take it away," said the diner, "and see if you can't get me a nice, tender piece from the upper part of the boot."

IT MIGHT BE WORSE

Flyver.—What's the most you ever got out of your car?

Second Ditto.—I think seven times in one mile is my record.

HE WAS POSITIVE

A young man consulted a physician about "tobacco heart," which he thought he had contracted by excessive smoking.

"Doctor," said he, "do you believe that the use of tobacco tends to shorten a man's days?"

"Do I?" exclaimed the doctor, "I know it does. I tried to stop once, and the days were 90 hours long."

Canadian Veneering Company Erects Factory

The Canadian Veneering Company, Limited, Acton Vale, Quebec, is just completing the erection of a concrete, fireproof factory. This will be modern and one of the best-equipped factories, it is stated, for the manufacture of chair seats, closet seats, etc., in Canada. The main building will be 80 by 160 feet, the engine and boiler room, 50 by 50 feet, driers, 40 by 160 feet, and in addition there will be a separate machine and blacksmith shop and garage. All buildings will be fireproof.

Clerks of St. Thomas, Ont., Have a Strong Organization

Compromise On Early Closing Question Reached With Retail Merchants' Association—Public Becoming Accustomed to the New Hours—Everything Going Well.

WITH their working principles, and their organization thoroughly independent of all outside unions or combinations, the retail salespeople and store assistants of St. Thomas, late in April, formed themselves, almost one hundred per cent. strong, into what is known as the "St. Thomas Retail Clerks' Association." The organization was virtually the re-formation of the clerks. In December, 1919, the idea of amalgamation for the betterment of working conditions was broached and a branch of the American Federation of Labor's retail clerks' department resulted. The aims and objects of the branch were radical, antagonistic. They savored of "closed shop," strikes and "walkouts." Sympathy with every other branch of the Federation was the keynote, literally the mandate of the clerks' organization. The St. Thomas branch proved a failure from the very beginning. It was frowned on by employers, and the better thinking classes of clerks refused to identify themselves in such a movement. The branch died an abortive death, but with its death the new organization was ushered in. Diametrically opposed to the first organization in theory and practice, the regenerated union has proved a brilliant and growing success. It has accomplished big things by the application of common-sense methods.

Shorter Hours Asked For

The united clerks wanted shorter hours. They had been talking Saturday night early closing for months but had accomplished little, simply because they had lacked a definite purpose and co-operative effort.

In a giant petition that savored more like a suggestion than a request, the association asked the Retail Merchants' Association of St. Thomas to confer with them on the early-closing question, and to consider nine o'clock Saturday night closing, six o'clock closing the other five business days of the week and Wednesday half-holidays from May until the end of September. The meeting was held and a compromise agreed on, the retail merchants signing up for ten o'clock Saturday night closing from April 30 to September 30 and nine o'clock Saturday night closing the remainder of the year, six-thirty closing the other five days and Wednesday half-holidays from June 1 to September 1. The change was made with the understanding on both sides that it should be tentative, the idea being to try out this medium course on the buying public before attempting to introduce six o'clock closing every night in the week the year round. The new hours are meeting with the approval of the public, who have beome accustomed to the change with little inconvenience. And now the St. Thomas Retail Clerks' Association is conducting an energetic campaign with the consent of their employers to educate the people to shop earlier on Saturday. Their campaign is already producing the desired results.

The clerks' organization has developed along many other commendable lines. It has one of the livest sports committees in the city, with a baseball team, bowling and tennis clubs and other athletics. Its entertainment committee has staged two brilliant "at homes" this spring, with the retail merchants and business men as their guests and they have several others planned for the summer. There is an active visiting committee in connection with the association whose duty it is to cheer up the members who are ill and also to look after newcomers and find them congenial lodgings. This committee has proved its worth in the case of young women coming to the city. The glad hand of welcome is extended to all.

The Retail Clerks' Association is one of the finest organizations ever formed in St. Thomas. It is progressive and brimful of pep and it has received the hearty support of the merchants

Electricity May Yet Replace Coal

Two New Types of Electric Heating Devices Being Exploited—If Coal Gets Much Dearer It Will Be Cheaper to Use Electricity—Some of the Drawbacks of Electricity for Heating.

COMMENTING upon the possibility of heating Toronto's homes by means of electricity, which has come into prominence by reason of the announced discoveries of two new types of electric-heating devices. Dr. John Satterly of the thermo-dynamics department of Toronto University, stated that he could not give a scientific opinion on the subject without some knowledge of the new devices. Dr. Satterly was inclined to support the views of Sir Adam Beck on the subject.

"If coal gets dearer," said Prof. Satterly, "then electric heating may become more economical than coal, but I do not think that that time has yet arrived. Electric heating has some obvious advantages over coal, the chief of which is the utilization of all the heat energy developed, whereas in the use of coal a great deal of the heat goes up the chimney."

Dr. Satterly thought that there was not enough electrical power being developed at present to heat all of Toronto's homes by means of known electric heating devices. Because most of the power would be required in the winter, a great plant would have to be constructed to supplement the existing plants, and unless some new industries could be found that would purchase the summer output of electric power from this plant, he thought that it would be a difficult matter to secure anyone to construct and operate such a plant.

Of the two new electric heating devices one has been developed by Prof. A. W. Dorsay of Winnipeg and the other by Major William Myall of Toronto. The Winnipeg man maintains that he can heat all the homes in Winnipeg in 40-below zero weather at a rate that would make the cost of heating an eight-room house about $9 a month. The Toronto man does not advance such comforting estimates, but he does maintain that if the power were available Toronto's homes could be heated for less than they can by means of coal. While P. W. Ellis, chairman of the local Hydro Commission, is ready to throw up his hat and cheer for the man who can produce a practicable device that will reduce the present costs of heating, Sir Adam Beck states that as far as known electric heating apparatus is concerned there are three grave objections. The first is insufficiency of the available power; the second, the fact that the greatest supply would be needed in the winter months, which is now the time of the heaviest demands on the Hydro system. The third objection, according to Sir Adam, is that electric heating would be more costly than coal, but he stated that if the power could be taken at night and stored so that it could be used in the day time, it would make a great difference in the problem.

Better Shipments of Wire and Nails

Pittsburgh.—Wire and nail mills have been able during the past week to make a slightly better showing in the matter of shipments, and especially in the matter of deferred contracts. The fact is that the increased flow of box cars for this purpose, while normally infinitesimal, has been sufficient to make room in the overstocked warehouses for more finished stock and the producers are no longer offering to dispose of congested material at the mills for truck shipment, but are holding it consistently on storage for customers until cars can be obtained.

How I Developed My Paint Department

First Decision to Stock With One Brand of Paint That Would Not Fail in Any Respect—Well Lighted Paint Section—Constant Message Through Local Newspaper

(Written for Hardware and Metal by a Western Canada Hardware Merchant).

THERE were not more than 1,500 souls in the mid-Alberta town that I had selected in which to establish myself as a hardware dealer. Nothwithstanding, I made up my mind, early in the game, that one of my big lines would be paint and paint specialties. There was a broad and extended rural district, too, from which to draw trade.

When I arrived at my destination and took stock of my partner-to-be and of the business he had already started, it set me thinking. Insofar as it applied to the paint section of the less than five thousand dollar stock, in all, that was carried, I was far from satisfied with the showing, or the methods that had been adopted by the management for display. This, I considered, was the first great lack—that of a proper and appealing display of the paints, varnishes and specialties already stocked. After definitely deciding to enter the business, therefore, one of my first decisions was that of considering the whole matter of what paint should be handled, and how it should be displayed and featured to obtain the best results.

Clearing the Muss

While I am to-day a stronger advocate of a one-line paint stock than ever I was, at this time, convinced that the selling of paint, to be eminently a success, must be quite definitely confined to one good brand of paint, and that the best I could procure. Those were the days when the agency plan was taking shape very definitely all over Canada. Having spent some years in paint selling in Ontario, I was convinced, now that I had determined on getting a big share of the business in my town and district, that I would stock only one line. If I were to build aright I must do so with a brand of paint at my back that would not fail me in any respect.

Well, there was some job ahead of me. As may have been already assumed, there was anything but a good or well-assorted paint stock now on the shelves. There was a smattering of many lines. A little after my arrival I had learned that some of the paint now being sold had proven unsatisfactory; yea, more, it had greatly displeased one or two users. Apparently we had been sent part of a batch that was inferior; it would not dry. And so, after a little thought, I decided that we should throw the line out, gradually, and secure the agency for a line in which I had every confidence, because I had sold it before. Some job this was—that of clearing the stock, and it was years before we saw the end of it.

Rearranging Department

An advocate of the best possible display methods in the store, I am, perhaps, a crank on the display of paint, varnishes and other accessories. In the first place these goods lend themselves to pleasing and effective arrangement. Take a line of house paint, floor paint, varnishes or enamels, for instance. Quarts may be arranged neatly in sections, and thus make a fine appearance, adding to the whole general effect, when other various sizes are arranged in like manner. In this connection I always planned to have the shelving just of the right depth and height to accommodate the stock.

When the department was reorganized, a section about 15 feet long was set aside. This was at the extreme rear or the store, and whatever the disadvantage may have been in choosing this location, it had one fine advantage—that of splendid light. I might call attention to

(Continued on page 58)

IN SHABBYTOWN

In Shabbytown they do not care if things look seedy everywhere. They have no pep, they've lost their grip, they simply sit around and yip, in envy's tones, of Glossyville, the shining village on the hill. Oh, Shabbytown is punk and gray, and it shows symptoms of decay, and strangers passing through remark, "It surely dates back to the Ark." "Clean Up and Paint Up" makes men frown along the streets of Shabbytown. A can of paint makes no appeal to this bum village, down at heel; the people think there is no sense in going to so much expense; so things are always going down, and getting worse in Shabbytown. It always gives my soul a thrill when I arrive in Glossyville. The town looks like a blooming bride; the people take a hearty pride in making things look clean and bright, and in their labors take delight. They're lavish with the helpful paint, selecting colors chaste or quaint, and decorating every shack; thus warding off decay's attack, and making all the buildings look like buildings read of in a book. And strangers, when they see the town, say, "Here we'll come and settle down, and raise us nineteen kids apiece, and live and die as slick as grease." This happy burg goes right ahead, while Shabbytown is prone and dead.

—WALT MASON.

"Save the surface and you save all"—Paint & Varnish

MOORE'S LINE

of Tough and Durable Porch and Deck Paint

"Impervo" Porch and Deck is not an ordinary floor paint and must not be classed with such. It is made on Moore's House Color Base with Spar Varnish added to make it tough and durable. It is made especially for porches, verandah floors and steps, and dries perfectly hard with a high gloss. It produces a hard-wearing surface that satisfactorily resists the wear and tear and continual scrubbing to which such floors are subjected. Every can is full of quality and consumer satisfaction. It builds business for the dealer.

A Postcard Will Bring Full Particulars

Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco
TORONTO

SIGN OF MERIT
BEST B M & Co MADE

The Brush Department

Special Sale Livens Up Brush Sales

Link Up Special Two-Day Sale With Local Clean-Up Campaigns and Other Events—Brush Department Includes Wide Range of Articles Which Should be More Generally Used—Good Argument for Each Through Ads. and Windows

MANY ways have been advocated to speed up sales in the paints and brush departments, but it is doubtful if there is any better way for achieving this end than to set aside a certain day each week or each two weeks on which special effort will be made to acquaint customers with the merits of different types of brushes. For dealers located in outlying towns where farmers form a large part of the store's trade, it may be well for the dealer to choose the last two days in the week to push brush sales, at which time the bulk of the farming population can be reached.

Advance Advertising Throughout Local Community

A special of this kind always attracts a number of people and if some advance advertising has been done through the medium of the local paper with a circulation among townspeople and the farmers, it will render it more effective. The window display should also be devoted to brushes on the two days in order to serve as a further reminder to those visiting town.

Emphasize Prices

Dealers who have followed out this plan successfully find that it is a good idea to quote prices in plain figures on each brush. Emphasize the prices and the good value given through the advertisement and the window display and the customer will then enter the store with a definite idea of how much it is going to cost them.

For the special sale window cards can be used in conjunction with the display. These should emphasize the big value and the money saved by buying brushes at the special sale.

Link up With Clean-up Campaign

Just now when clean-up campaigns are in full swing in a number of cities and towns is a splendid time to link up such a special sale as is outlined. Clean-up involves not only painting but sweeping and scrubbing and brushes are required for all these purposes. Under this heading might be put scrub brushes, clothes brushes, shoe brushes, stove daubers, nail brushes, floor brushes, stable brooms, window brushes, feather dusters, brooms, etc. There are enough items here to justify a special sale, and many effective arguments can be used for the wider use of each of these articles.

Carpenter-Morton Co. Salesmen Convene

The annual four days' convention for the travelling salesmen representing Carpenter-Morton Co., Boston, manufacturers of varnish, paint and other specialties, took place at the Boston City Club, Boston, on Monday, August 2nd, at which 66 travelling salesmen, representing the company in all the states in the United States and Canada were in attendance. The sessions were presided over by M. Elton Vose, vise-president and sales-manager for the company. During the sessions addresses were made by H. K. Stroud, Edw. B. Brown and F. W. Farnsworth, of Stroud and Brown, New York City, advertising counselors for the Carpenter - Morton Co., and the salesmen were given full particulars regarding the extensive selling and advertising campaign which has been planned for the 1920-1921 season. On Thursday, August 5th, the men were given an outing at Wardhurst Club, Lynnfield, Mass., the trip being made in automobiles. Games and sports were enjoyed, followed by a banquet.

Saturday Afternoon Closing in Fort William

Fort William.—Local hardware stores are closing Saturday afternoons at 1 o'clock during July and August. Store proprietors like the idea and other trades are following this practice.

HOW I DEVELOPED MY PAINT DEPARTMENT

Continued from page 56

the fact that, while many hold that the paint department may be well placed at the front of the store, if the attractiveness of the store all the way from the front door to the back door be compelling enough, nine out of ten customers will find their way to the rear, and will not depart without knowing that your store is fully and well departmentized. That was the condition in which I aimed to always keep my stock, and the paint department was, I consider, well placed. When filled with the new stock it was very attractive.

Now for Business

It is fine to have a well-appointed paint department. No successful hardware store is to-day without one. But it does not work out well from the standpoint of turning that stock into profit. Customers have to be persuaded. Your townsmen and those from whom you may draw custom must be approached for business. Every possible avenue must be exploited if one is to attain a success for his paint department.

My plans embraced several distinct features. The first of these was the purchase of a quarter page space on the front page of our weekly newspaper. It cost me good money and for this reason in part, and also because I do not like to read the same copy this week that I read last, and believe that others are of the same mind, I always had a new message. But in that quarter page space I had a message on paint or varnish, and their advantages to the house owner, that I believed would tell. And it did tell, bringing many in to discuss paints and painting, and helping win me many new customers. Impressed with the uniqueness of my copy—sometimes a "set" advertisement secured from the manufacturer whose paint I was handling, and sometimes my own copy with a good strong headline—I soon had many people convinced that I was after the paint trade, and I got a goodly share of this trade, as a result.

(To be continued in next issue)

Bristles in the Raw State

BOECKH
Quality Material

Whenever you see the Boar's Head on the Boeckh trade-mark, think of this bundle of raw bristles at the left. These are bristles in the raw state. It is bristles like these that give Boeckh brushes their wonderful wearing qualities.

Every time you sell a Boeckh brush to a painter he sees with pleasure the length and resilience of these splendid bristles. It means better work for him—better covering and better spreading. Painters dislike to break in new brushes, and the long, generous bristles of Boeckh's brushes mean that they last him a long time.

The steel-grip gives the brush a better shape for painting, besides making it impossible for bristles to come out.

Stores that sell Boeckh brushes are sought for. Display Boeckh brushes so that your store will be easily found.

Every Brush Guaranteed

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

Higher Freight Rates Will Advance Cost of Steel Production

"Broadly and generally speaking," says John A. Topping, chairman of the Republic Iron & Steel Co., "the freight advances and the resultant increase in railroad revenues will undoubtedly lead to increased buying by the railroads for at least the necessary increases to equipment and road-bed betterments.

"It will make financing for these purposes comparatively easy.

"The freight rate advances will unquestionably mean substantial increases in the cost of steel production, because it will increase freight charges, and, necessarily, the assembling cost of all raw materials and supplies that enter into steel production."

Tinplate Makers Unable to Fill All Requirements

Pittsburgh.—It is becoming more evident each week that the market for tin plate for this year is going to fall far short of its needs. There is a lessened production in the field and the supply is so far in arrears of actual demand that tin plate makers frankly admit that they do not hope to fill all requirements this year and the policy of allotment of tonnage will have to remain in force for months to come. Export trade has been restricted to small lots, and resale material picked up, as well as small lots in warehouses, have been obtained at stiff premiums.

EVEN A FOOL

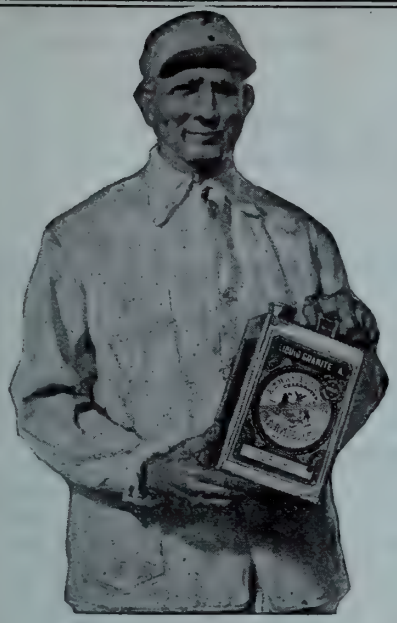
A farmer, just arrived in town, was walking across the street and happened to notice a sign on a plumbing store: "Cast Iron Sinks."

He stood for a minute and then said, "Any fool knows that."

How Hardwaremen Advertise Paints--No. 19

THE plea for a local paint-up and clean-up campaign is made through this ad. by Hendershot Hardware, Mt. Forest, Ont. By linking up his efforts with others to turn popular sentiment in favor of cleaning up, the hardware dealer can take advantage of an effective medium for advertising.

The wording of this ad. appeals to the pride of the citizens to have the cleanest, neatest and best looking town in the Dominion. Paint is necessary to achieve this end and the ad. points out that the regular use of paint not only is a source of pride but is an economy by saving expensive repairs.



The Luxeberry Painter Says:

"FINISH IN HASTE AND REPENT AT LEISURE. A wrong choice of finishes has spoiled many a home interior. When my customers put it up to me I guarantee them a handsome, lasting finish, and always make good by using "Berry" Brothers' Varnishes, Enamels and Stains."

It is because of the friendly attitude of painters, architects and consumers generally that "Berry" products are staple and easy to sell.

Partial List of Distributors of Berry Brothers' Products

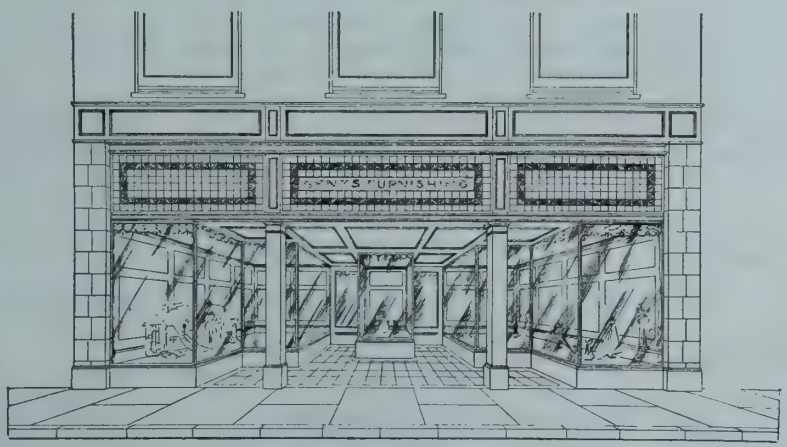
Hunter-Henderson Paint Co., Ltd., Vancouver B.C.
Wood, Vallance Hardware Co., Ltd., Nelson B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

HERE is a mighty fine lay-out for a store front 25 feet or more in width. We have a book of store front designs and would be glad to send you a copy.

Plate Glass—
Sheet
Art
Mirror
Figured
Prism

Zouri Metal Store Front Construction



Zouri Stocks carried at

Halifax
Montreal
Ottawa
Toronto
Windsor
Winnipeg
Regina
Edmonton
Vancouver

THE BEST IN GLASS

The CONSOLIDATED PLATE GLASS COMPANY
OF CANADA LIMITED
TORONTO - MONTREAL - WINNIPEG

THE BEST IN GLASS

WEEKLY PAINT MARKETS

MONTREAL

MONTERAL, Aug. 5.—Paint markets are now ruling with a quieter condition all around. August is looked upon as a quiet month and the business transacted these days is more in the nature of that done with large factors, various manufacturers, etc. Some trade sorting is still being done. Prices are holding without change and it will be some weeks, perhaps, before any changes are considered by the manufacturers. The difficulty of securing raw materials still exists, and while some may come to hand others will often be lacking. Linseed oil declined about 5 cents a gallon during the week and there is plenty to be had. Turpentine is available in larger quantities. Shellac has been reduced in price and there is more to be had. Putty and glass are unchanged, although the undertone on glass is firm and double diamond is scarce. No change has been made on white lead in oil.

Trifle Lower Price on Linseed Oil Market

Montreal.

LINSEED OIL.—Manufacturing interests are practically the only ones buying any round lots of linseed oil at the present time. The movement to the retail trade is seasonably limited. Prices are shaded in some quarters from the basis of last week and where larger than the four-barrel quantities are desired prices are more favorable and will be named on application. Seed has arrived more freely and the basis for this has settled down to a more definite thing.

	Imp. Gal.	
Raw—		
1 to 4 barrels	1 85	1 90
3 to 4 barrels	....	....
Boiled—		
1 to 4 barrels	1 87½	1 92½
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Plenty Turpentine and Prices Are Held

Montreal.

TURPENTINE. — Considering that demands are limited there is plenty of turpentine in the hands of paint jobbers to meet present needs. The price basis is unchanged and jobbers state that, aside from the demands of various manufacturing interests the retail request for the product is a very small one.

Turpentine—	Imp. Gal.	
Single barrels	2 75	2 85
Small lots	2 85	2 95

(Packages extra.)

Putty Holds Steady; Glass Firm and Scarcer

Montreal.

PUTTY AND GLASS.—Movement of putty to the trade is fair, though the midsummer season usually brings quieter trading conditions. Some lots are going forward to the trade, however, and prices are fully maintained. No improvement is reported in supplies of whiting but these may be more readily available in the near future if production is not further hampered in England.

GLASS is now plentiful. This is specially true of double strength box glass. The movement to and from the importer has been an active one this summer and there is likely to be one of the best seasons on record when the story of the year is written. Prices are steadily firm. If increased freight rates become effective there will naturally be an advance of price.

PUTTY—	5 ton	1 ton	ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Paint Trade Quieter; Varnish List Is Firm

Montreal.

PAINTS AND VARNISHES.—Prices on varnishes are firm. The tendencies toward higher prices are still evident and manufacturers may, at an early date, decide upon changes that have been considered, for some time, inevitable. The high prices asked for cans, the cost of various ingredients and the continued high wages that are being paid make it certain that prices will not be revised downward in any event.

The sale of prepared paint has become more confined but there is still a heavy demand from large factors. In this direction there is considerable activity but purely trade sales are seasonably quiet.

Shellacs Are Easier; More Stock Available

Montreal.

SHELLAC.—The supplies of both white and orange shellac are freer and more favorable prices are being quoted. The present basis on orange, in gallon jugs is $7.90, and on white, in jugs, the price is $8.65 per gallon. Prices are somewhat varied, the jobbers state, and in quantities more favorable rates may be obtained, HARDWARE AND METAL is informed.

Basis Holds Unchanged on White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Prices are holding steadily and without any changes whatsoever. Excepting for special orders from large users there is not a great deal of activity. The difficulty of obtaining large supplies of pig lead promptly, from both the English and Canadian producers has served to maintain a strong market, with little change in the basis for some time.

TORONTO

TORONTO, August 5th.—Business in the paint departments generally is somewhat slacker, but is seasonably good.

Prices tend to be firm, and shortages in the supply of whiting do not indicate any reduction in the price of putty.

Linseed oil has steadied somewhat and is quoted around $2.12 for raw in barrel lots. Prospects are for a good crop of flaxseed and there is thought to be a possibility of slightly lower prices.

Turpentine is roughly 5 cents above last week's quotations but is moving only slowly, the decrease in prices of both oil and turpentine in the past few weeks having apparently caused buying to ease up. Collections are said to be fair.

White Lead in Oil Prices Unchanged

Toronto.

WHITE LEAD.—Jobbers and manufacturers report a quieter demand for white lead in oil, due principally to the holiday season. The present prices remain unchanged and are on pure in ton lots $20.35 per 100 lbs.

Turpentine Declines Somewhat Freely

Toronto.

TURPENTINE. — Somewhat lower prices are quoted on turpentine and some jobbers are offering it as low as $2.65.

Glass Shipments Reported Slow

Toronto.

GLASS.—Dealers and jobbers report a quieter time in orders for glass and also in deliveries from the factories. Prices are unchanged. Despite a rather favorable report last week the situation

ANNOUNCEMENT

A new distributing center for the well-known paint and varnish products of A. Ramsay & Son Company will be opened at

123 Bannatyne Ave. East
Winnipeg, Manitoba

on or about

September 1st, 1920

Our new branch will be under the able management of Mr. H. S. Duncan, who is well known to the paint and varnish trade throughout Manitoba and Saskatchewan.

The opening of this branch will enable us to supply with quicker dispatch the growing demands for RAMSAY'S PAINTS AND VARNISHES throughout the Middle West.

We are pleased to inform the trade that in addition to the opening of our new branch warehouse, Messrs. Merrick-Anderson Co., Limited, 117 Bannatyne Avenue East, are cataloguing and will handle a full line of the Ramsay products.

Our Winnipeg branch will be known as

A. RAMSAY & SON COMPANY
of Manitoba, Limited

A. Ramsay & Son Company
MONTREAL
Makers of Paints and Varnishes Since 1842
Branches also at
TORONTO and VANCOUVER

DISTRIBUTORS

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W., Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

regarding Fall deliveries is not looked upon as being at all good by some jobbers.

Reports to hand from Pittsburgh districts indicate that plants, which at this season of the year are always closed down, do not anticipate being able to open up or resume operations as soon as they usually do. Shortage of fuel and transportation difficulties are advanced for the reason of this and these facts coupled with the already low stocks due to labor troubles and under production do not warrant any outlook for lower prices, and it looks as if the prospects of good deliveries for next season are slim unless Belgian shipments come in much more freely than they are doing.

Shellacs Are Lower Demand Is Good

Toronto.

SHELLAC.—A lower quotation is given on both white and orange shellac which are moving freely.

Prices are:

	Pure White	Orange
Shellac, per bbl.	8 25	7 50
Do., gal. jugs.	8 75	8 00

Lower Prices Quoted on Rosin

Toronto.

ROSIN.—Lower prices are given on rosins and present quotations are barrels, per 100 lbs. $10.75. Less per lb. 14 cents.

Putty Remains Firm; Glaziers' Points Advance

Toronto.

PUTTY.—The situation in this remains quiet with prices firm. Owing to the scarcity of whiting no easing up is expected, but the normal demand at this time of the year is not heavy. Glazier' points, zinc coated, are now quoted at 18c per pound in 1 lb. packages.

Red Dry Lead Slightly Higher

Toronto.

LEAD (RED DRY).—A few changes have to be noted in this and the following are the new prices:

	Per 100 lbs.
Genuine 560 lb. Casks	15.50
Genuine 100 lb. Casks	16.50
Lesser quantity	17.00
Genuine Eng., Casks	16.50

Whiting Slightly Higher and Very Scarce

Toronto.

WHITING.—Dealers report a continued scarcity of this product. The price has advanced 25 cents and stocks are low. The difficulty in obtaining whiting supplies is also affecting the putty market.

Prepared Paints Quiet and Unchanged

Toronto.

PREPARED PAINT.—Jobbers report business a little quiet in these lines owing principally to the holiday season, though orders by mail continue to come in freely. Prices remain unchanged and despite reduction in the price of oil and turpentine no change is expected at present, as other base materials are inclined to be higher and containers are scarce, and operating costs remain high.

Linseed Oil Steadies in Price

Toronto.

LINSEED OIL.—There is little to report of any change in the oil market this week. The demand is fairly heavy and the flax price stiffening would seem to indicate that no further decline is to be expected.

Prices are as follows:

Linseed Oil—		
1 to 2 barrels, gal.	2 17	....
3 to 5 barrels, gal.	2 16	....
10 barrels and over, gal.	2 14	....
		Boiled
1 to 2 barrels, gal.	2 20	....
3 to 5 barrels, gal.	2 19	....
10 barrels and over, gal.	2 17	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Carrying On Business on Small Capital Tests the Ability of the Merchant

STRETCHING the capital is one of the tests of a true merchant. Almost anyone with any merchandising ability at all can do things with plenty of capital, but it takes a genuine manager to do business on a small amount of cash.

The banana man loads his cart in the morning with, say $10 worth of fruit. He returns at night with an empty cart and $15. Since he works every day, excepting only holidays and Sundays, he turns his capital about 300 times a year. On a gross annual business of $4,500 he makes 300 separate profits of 33 1-3 per cent., and all on an original investment of $10 plus the cart and his time.

Nor does the banana man carry any surplus stock. If some of his fruit gets over-ripe or is frostbitten, he sells it out at cost or less, and he will even give it away to the youngsters rather than lose the fruit entirely. In this way he makes use of his capital all the time.

Question of Over-buying.

What would this man make if he had a capital of $10,000 instead of $10, and turned it on the same plan, 300 times a year?

Not many business men can successfully imitate the banana man's methods, but a great many of them could well go much further in that direction than they usually do. All business men who are not blessed with abundant capital should be interested in trying to see how far they can make this capital go.

It is a rare business man who hasn't a lot of his money tied up in stock that doesn't move fast. Over-buying has been called the greatest curse of retailing. It seems to be inevitable that merchants will buy more goods than they need, and some merchandise that they can't use at all.

Sometimes this is the fault of the merchant, but not always. The man who keeps detailed records of past purchases and sales can judge his future needs pretty well. His calculations are only upset by backward business conditions, unexpected demands, or changing styles. In buying new goods he may have no definite guide and thus is dependent on intuition, but a dealer soon learns to approximate what his customers will buy.

Uses For Ready Capital

Knowing with some exactness what will be his needs for a given period—a month or six months—a merchant can gauge his purchases accordingly so as to obtain the most rapid turnovers. If some goods sell fast and he can stock them daily or weekly, that means he can handle the business in this line of goods with small capital. It is the goods that represent a high investment and turn only once or twice a year that tie up his capital. The less of this last class of goods he can get along with, the better for his capital.

There may be some men who wouldn't know what to do with more capital if they had it, so they are not interested in releasing what was tied up in slow-moving stock. This money, however, can be used in taking advantage of cash discounts, in improving the store equipment, in advertising, in adding new lines, and in other ways.

So, Mr. Merchant, if you are losing cash discounts or if you lack ready cash, suppose you look through your stock to see where you can do with less, or where some items need to be pushed. Advertising and good salesmanship may lighten your load. And, once you have reduced your stock to the point where it is the livest possible, careful records on each line will help you keep it alive by governing both your buying and your selling.

Cater to the Painter

Give the painter the quality he expects and the quality he demands. Your success depends on the results he gets.

Glidden Endurance Paint is a true painter's paint. It's the kind his customers like to have him use. They know its wonderful qualities and unquestionable worth. Fifty years of successful performance has convinced them of Glidden reliability. That's why painters choose Glidden.

Identify yourself with Glidden and go after the painter business. You will find a ready response among painters for Glidden products. Write to-day for dealer's proposition.

THE GLIDDEN COMPANY, LIMITED

Toronto, Ontario

Branches at Montreal and Winnipeg

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	......	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....$ .25	Group 3....$ .50
Group 4.... .75	Group 5.... 1.00
Group 6.... 1.25	Group 7.... 1.75
Group 8.... 2.25	Group 9.... 2.75
Group 10... 3.25	

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	17 60
No. 3, doz...........	19 80
No. 4, doz...........	21 56
No. 5, doz...........	23 76
No. 6, doz...........	26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	6.00	10/16.....	14.00
5/16.....	6.00	20/16.....	14.00
6/16.....	6.00	21/16.....	16.00
7/16.....	6.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$2 75
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 ^0
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3, HEADS, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.
Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $0 93

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 85	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 44
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

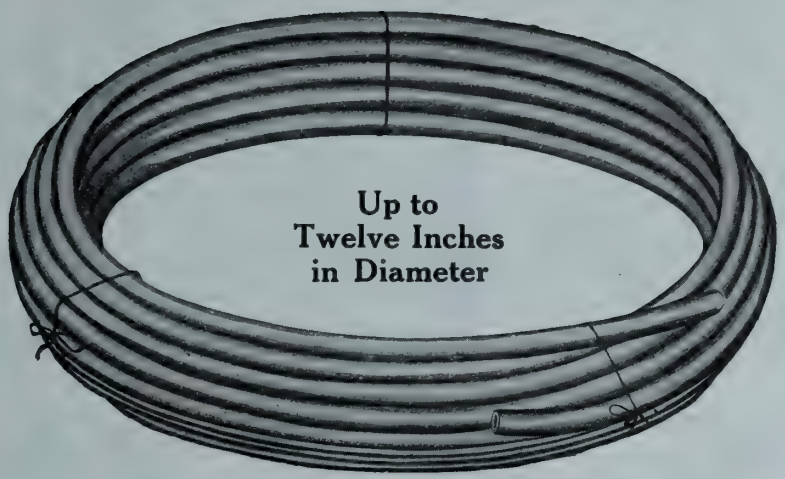
⅛.........	$0.45	19/32......	$1.20
6/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

WE MAKE LEAD PIPE

LEAD TRAPS

LEAD BENDS

SHEET LEAD



Up to Twelve Inches in Diameter

IMPERIAL SOLDERING PASTE

WIRE SOLDER

BAR SOLDER

THE FAMOUS

HARRIS HEAVY PRESSURE

And All Grades of Babbitt Metals

WE CAN QUOTE INTERESTING PRICES

THE CANADA METAL CO., LIMITED

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans
and
Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.
MONTREAL
Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

The Bicycle— A Necessity

AS the majority of bicycles are sold for utility purposes, the business is secure and the field unlimited.

Workmen, collectors, retail stores, all need a bicycle, but they don't all have one.

Find these prospects and ensure their satisfaction and further business by selling them

C·C·M·Bicycles

RED BIRD — PERFECT — MASSEY
COLUMBIA — CLEVELAND
GENDRON — IVANHOE

90% Made in Canada—100% Value

Canada Cycle & Motor Company, Limited
Montreal, Toronto, WESTON, ONT., Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 80%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	60%	50%
4½ in. and larger	50%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	5 50
Bi-Treadle, each	9 75
Cycle BB	9 40
40 to 200 lbs.	5 00
12 in. x 2 in., each	1 00

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9.00
No. 33	10 70
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE Doz.

Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 2 lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal 13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.50
Common plated, 6 lbs. and up	.....
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$16 50
Lightning	15 00
Heath's	15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$15 00
Do., Japd.	15 00
Long Globe, plain	15 00
Do., Japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES Dozen

Cold blast, short	....	1 20
Cold blast	1 00	1 10

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.

Cold blast, genuine ruby 5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	3 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
Momentum	20 25
New Century, style A	19 75
New Century, style B	21 00
New Century Electric	155 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer		$16 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 30
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	25%
	Each, Net
Brockville K	Plus 10%
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph. London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.25.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.35; London, $7.50 base; Toronto, $7.50.

Roofing Nails — American, large head, keg, $10.75; 25-lb. boxes, per 100 lbs., $11.75.

F.o.b. Montreal, Toronto, Hamilton.

"Big 4"

"Big 4" Exterior Varnish
"Big 4" Interior Varnish
"Big 4" Floor Varnish
"Big 4" General Purpose Varnish

This GUARANTEE appears on every can of "Big 4" Varnish

GUARANTEE

CROWN DIAMOND "BIG-4" Varnishes are guaranteed to be strictly pure, containing no rosin, benzine or other substitutes. They will give absolute satisfaction in every case when applied under proper conditions. The purchase price will otherwise be refunded.

A Complete Range of VARNISHES

A mighty fine line, each of guaranteed purity under one uniform label and every one the very best we know how to make for the particular use for which it is intended.

The "Big-4" are noted for their extreme toughness and elasticity and are not excelled in quality. Behind them stands the integrity of McArthur, Irwin's seventy-eight years of Business Life.

Write today and we will show you how the "Big-4" will mean greater profits on your Varnish sales.

"Save the surface and you save all" Paint & Varnish

McARTHUR, IRWIN, LIMITED
Established 1842 MONTREAL

DISTRIBUTORS OF CROWN DIAMOND PAINTS AND VARNISHES:—Stewart & Wood, Ltd., Toronto. W. B. Dalton & Sons, Kingston. Crowell Bros., Halifax. Robertson, Foster & Smith, Ltd., St. John. Farquhar & Gill, Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 40

Above prices net.

	Gallon
Black oil (summer)	0 30
Black oil (winter)	0 30½
Imperial Kerosene tractor	1 35
Capital, cylinder	0 96
Machine oil, regular grades	0 54½
Imperial gas engine oil	0 59
Paraffine	0 38

List, less 15% on above.

Polarine Oil, list	1 35
Polarine Oil, heavy, list	1 65
Polarine A, list	1 85
Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 85
Gargoyle Mobiloil BB	1 80
Gargoyle Mobiloil A	1 60

List, less 25% on above.

Fuel oil, bbls., net	0 20
Fuel oil, tank cars, net	0 18

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	**0 38**
No. 1 Italian	**0 44**
No. 2 Italian	**0 36**

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 65	
Dry Fibre, No. 2, Anchor	1 25	
Tarred Fibre, Anchor, No. 1	1 75	
Tarred Fibre, Anchor, No. 2	1 35	
Surprise Fibre	1 30	
"Stag" Sheathing	1 10	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 70	
Cyclone (dry)	1 65	
Cyclone (tarred)	1 75	
Joliette (sheathing)	1 25	
Joliette (tarred)	1 40	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.		9 00
Straw, sheathing, heavy, dry, cwt.		7 75
Do., tarred, per cwt.		7 75

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	11 90
6 to 7 lbs., doz.	13 50	13 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons), 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 31	7.41	5 91	8 01
⅜ in.	5 31	7 41	5 91	8 01
½ in.	7 10	8 63	7 95	9 48
¾ in.	8 80	10 87	9 95	12 02
1 in.	13 01	16 07	14 71	17 77
1¼ in.	17 60	21 74	19 90	24 04
1½ in.	21 04	25 99	23 79	28 74
2 in.	28 31	34 97	32 01	38 67
2½ in.	44 75	55 28	.....	.....
3 in.	58 52	72 29	.....	.....
3½ in.	74 06	90 62	.....	.....
4 in.	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal
2 in.	$32 01	$38 67	$35 71	$42 37
2½ in.	48 26	58 79	54 11	64 64
3 in.	63 11	76 88	70 76	84 53
3½ in.	75 90	92 46	85 10	101 66
4 in.	89 93	109 55	100 83	120 45
4½ in.	1 05	1 29	1 30	1 54
5 in.	1 22	1 50	1 52	1 80
6 in.	1 58	1 95	1 97	2 33
7 in.	2 06	2 53	2 53	3 01
8L in.	2 16	2 66	2 66	3 16
8 in.	2 49	3 07	3 07	3 64
9 in.	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in.	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 15% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	**Montreal.**	**Toronto**
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	**$2 80**
Samson, 2-ply, roll	**3 25**

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 75	2 75
Everlastic, 3 ply	3 20	3 20
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 60	2 55
Panamoid, 3 ply	3 05	2 95
Red Star, 2 ply	2 13	2 18
Red Star, 3 ply	2 55	2 60
Liquid roofing coating, per gal., in bbls.	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	9 25	9 25
Coal Tar (crude)	8 00	8 00

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star standpaper 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 60
Discount 10/5%.		

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Beatty Bros. Limited Bulletin

The Time Saver is Easy to Operate

There is not a single complicated part in the "Time Saver."

The operator can stand in one position to do all the work. The working parts are not scattered all over the machine.

Wringer is reversed or stopped by single pull of a lever.

The Time Saver not only washes but wrings too.

The Time Saver can easily be used in small kitchens as it is not bulky and is easily moved.

The ringer is started, reversed or stopped by a single pull on a lever.

Look for the "TIME SAVER" Trade Mark

There are many reasons why your customers will appreciate the Time Saver.

In addition to its simplicity it is strong and substantial and has many patented advantages.

Gears are all accurately machine cut. Tub is made of cypress—the wood everlasting.

All working parts are based on a solid iron bed plate, therefore their alignment is not altered by the warping of the lid.

The motor is 1/6 H.P.—the best procurable for this work.

The operator can raise the dolly before raising the lid, thus liberating it from the heavy, wet clothes and saving the clothes from injury.

Drop a card to our nearest branch for circular and complete details, including particulars of the help we give in selling.

The dolly is raised independently of the lid. This saves the clothes.

The Time Saver is not bulky, takes up little space and is easy to move.

Beatty Bros., Limited

St. John, N.B. Montreal Fergus, Ont.
London Winnipeg Edmonton
Vancouver London, Eng.

If interested tear out this page and place with letters to be answered.

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.

00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 50
20 gauge ...	.....	11 05
18 and 20 ga.	11 60	....

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPOUTS, SAP

Eureka, per M. $16 85

STANDS, WASHTUB

Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)

Bright $6 65
Kegs 7 75

STOVES

Oil Burning Cooking List each

Perfection No. 32, 2-burner..$25 50

STRETCHERS, CURTAIN—

Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount

Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings ....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Ppright, with rack 6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10%

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shoveis, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List

No. 525, each .... $' 50
No. 530, each 10 50
No. 630, each 13 50
Hot Blast ....Plus 10%
Discount 30% off list.

off new list. Samson, ... discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)

O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 add 15% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.... $3 50
Jump, No. 1 .... 3 70
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.

500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb. $1 04
Cones, 3-ply, lb. 1 00
Do., 4-ply, lb. ....

VALVES AND COCKS

Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2............... 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves

Gate Valves ....Net list
Regrinding Valves ......Plus 7½%
Swing Check Valves .....Plus 15%
Compodisk Valves ....Plus 7½%

WARES, ETC.

Britannic, advance 55%.
Scotch Grey Ware, 45%.
Colonial, 15%.
Imperial Ware, 15%.
Pearl, 15%.
Premier, list, plus 17½%.
Canada Ware, list, plus 17½%.
Crescent, 45%.
Diamond, plus 17½%.
White Ware, 35%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 40%.
Stamped Ware, retinned, 33 1-3%.
Copper Bottoms, plus 35%.
Tinners' Trimmings, plain, 40%.
Tinners' Trimmings, retinned, 33 1-3%.
Tinners' Trimmings, general, list. plus 33 1-3%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 75%.
Cream Cans, list, plus 40%.
Railroad Cans, list, plus 33 1-3%.
Sheet Iron Ware, list, plus 45%.
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 80%.
Fry Pans, Acme, 10%.
Fry Pans, Quick Meal, plus 25%.
Spiders, steel, plus 25%.
Fire Shovels, japanned, list, plus 45%.
Steel Sinks, galv'zed, list plus 35%.
Steel Sinks, painted, list plus 35%.
Light Galv. Pails and Tubs, list plus 45%.
Heavy Galv. Pails and Tubs, list plus 35%.
Hollow ware, add 30%.
Garbage Pails, list, plus 30%.
Jap. Coal Hods, list, plus 60%.
Galv. Coal Hods, list, plus 75%.
Paper Lined Boards, 20%.
Wood-lined Boards, 5%.
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 75%.
dón and St. Marys.

Stove Pipe Elbows, black and galv., list, plus 45%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%. f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs..	$5 10	$5 60	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	5 10	4 90	6 00

WHEELBARROWS

Navvy, steel wheel, doz.....$81 00
Garden Steel, doz. 72 00
Light Garden, doz. 88 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 .
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 25
Galvanized price on application.

Prices subject to change without notice and distinctly nominal.

Coil springs on application.

Barb wire on application.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18 .... $10 00
No. 19 .... 10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 25%

WRINGERS, CLOTHES

Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 102 00
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 127 00
Bicycle 115 00
Safety 103 50
Eze 110 00
Rapid 100 00

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-
Stove Pipe Thimbles, 40%

TINKER TOM'S TALKS.

No. 271

PRIZE WINNING LIST

Cut out the list below, which was sent in by Mr. A. E. Wrigglesworth, Shelburne, Ont., and which won the first prize in our competition and next year when we have another competition, use this as the backbone of your list, in the meantime adding any new uses which may come to your notice.

1. Range boilers
2. " reservoirs
3. Eavestrough
4. Conductor Pipe
5. " heads
6. " elbows
7. " cut offs
8. " funnels
9. Vent pipes
10. Ventilators
11. Skylights
12. Refrigerators
13. Refrigerator linings
14. Refrigerator drain pipes and elbows
15. Refrigerator pans
16. Sheep dip tanks
17. Threshers' tanks
18. Air pressure tanks
19. Underground gasoline tanks
20. Expansion tanks
21. Shipping barrels
22. Hog troughs
23. Auto tool boxes
24. Stable troughs
25. Watering troughs
26. Shelf boxes
27. Ash sifters
28. Furnace casings
29. " smoke pipes
30. " cold air pipes
31. Washing machines
32. Water sprinklers
33. Automobile pans
34. Wash tubs
35. Wash tub covers
36. Pails
37. Garbage cans
38. " can covers
39. Wash boilers
40. Paint cans
41. Sprayers
42. Traction engine headlight lamps
43. Station lamps
44. Oil lanterns
45. Corrugated sheets
46. Shingles
47. Siding
48. Culverts
49. Well curbing
50. Garages
51. Granaries
52. Ridge Cap
53. Valley
54. Ornamental crestings
55. Corrugated ridge cap
56. Corrugated hip cap
57. End flashing
58. Side flashing
59. Starter strips
60. Weather vanes
61. Brick wall ties
62. Ash cans
63. Ash pans
64. Feed boilers
65. Cold air and smoke pipe elbows for furnaces
66. Plasterer's corner bends
67. Barn door hanger covers
68. Cornices
69. Wall plugs
70. Fire doors
71. Door casings
72. Flumes
73. Metal lath
74. Wash bowls
75. Fruit baskets
76. Oil cans
77. Fire pails
78. Chamber pails
79. Oily waste cans
80. Grain scoops
81. Tent sheets
82. Chimney caps
83. Chimney flashing
84. Side roof pipes
85. Ridge pipes
86. Oil tanks with pumps
87. Water coolers (drinking)
88. Open water tanks
89. Coal chutes
90. Sinks
91. Tanks for oil cook stoves
92. Eavestrough ferrules
93. Eavestrough outlets
94. Coal hods
95. Chicken coops (exhibition)
96. Feed boxes (barn)
97. Dippers
98. Dust pans
99. Fire bucket tanks
100. Well buckets
101. Strainer sink pails
102. Mortar boxes
103. Street sprinklers
104. Blower pipes
105. Poultry fountains
106. Poultry troughs
107. Silo filler pipes
108. Coal scuttles
109. Whey weighers
110. Milk cooling tanks
111. Wash sinks (creamery)
112. Laundry tubs
113. Lathe pans
114. Step laddertops
115. Tank linings
116. Funnels
117. Pipe straps
118. Grass catchers
119. Stencils
120. Drain pans for dishes
121. Sap pans
122. Barrel covers
123. Cuspidors
124. Barrel hoops
125. Auto radiator fillers
126. Hub guards (telephone poles)
127. Cable shields
128. Cable cradles (telephone)
129. Conduit sealing plugs (telephone)
130. Incubators
131. Children's automobiles
132. Porch decks
133. Chimney tops
134. Floats
135. Oilers
136. Cooling tanks for gas-engines
137. Chemical closets
138. Smoke stacks
139. Nail containers
140. Gasoline tanks for automobiles
141. Blades for windmill fans
142. Tails for windmills
143. Litter carriers
144. Snow shovels
145. Stove pipe dampers
146. Belt guards on machinery
147. Dinner pails
148. Cups
149. Kitchen cabinets
150. Grave vaults
151. Boiler jackets
152. Roofing for freight cars
153. Rural mail boxes
154. Roof jacks
155. Deck coverings
156. Water supply tanks for farm houses
157. Stove pipe collars
158. Chimney cleanout boxes
159. Flue plugs
160. Stove putty cans
161. Hoppers for grain crushers
162. Funnel damper stove pipes
163. Parts for horse collars
164. Wall protectors (around stoves)
165. Coverings for leaky row boats
166. Organ pipes
167. Organ blower pipes
168. Dust collector intakes
169. Gasoline tanks for motor cycles
170. Tool boxes for motor cycles
171. Gothic tiles
172. Conductor shoes
173. Deck nosing
174. Suction bilge pumps
175. First aid boxes
176. Rotary ventilators
177. Rotary screw fan ventilator
178. Revolving elbow cowls
179. Bellmouths
180. Step flashing
181. Ends for eavestrough
182. Stepladder braces
183. Coal shovels
184. Ice chests
185. Sink strainers
186. Hose bands
187. Boilers for canning racks
188. Dry measures
189. Wall coping
190. Refrigerator cars
191. Stand pipes
192. Window frames
193. Vats
194. Transformer tanks
195. Brick pallets
196. Drip pans
197. Ice cans
198. Metal boats

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

Look for Talk No. 272 Next Week.

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ocre, 100-lb. kegs	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs.	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albaglos	6 80
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	6 90
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

ZZinc coated, 18c 1-lb. packages. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 85
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal	4.50- 7.00

F.o.b. Montreal, Toronto

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colrs	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
O.P.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—

	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—

Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s,, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs.	$8 25 $7 50
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$8 25	7 50
Gal. jugs	8 75	8 00

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	$8 25	$9 50
Coal Tar, crude	7 00	8 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans Per doz.
Stove pipe, ½ pts.	$1 50
B.H.	1 60
O.P.W.	1 40
Anchor	
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 82
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	8 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg	0 75
½ gal. package, per pkg	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 75
Johnson's	0 75
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

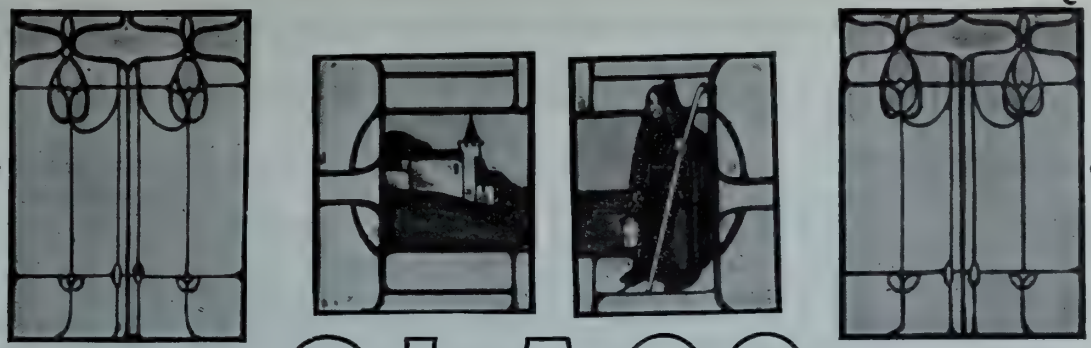
WHITING

Gilders, bolted, in bbls.	3 25

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	4 00

F.o.b. Montreal Toronto London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window Glass

RED S

Also Plate, Figured, Bent, and Ornamental Glass.

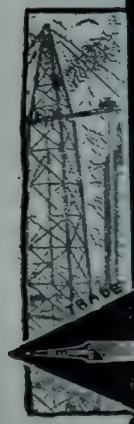
Stained, Wired, Mirror

Order Early.

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

TRADE MARK

Black Diamond File Works

G. & H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
82/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	64 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots	$54 00
5,000 ft. lots	53 00

BOILERS, RANGE

30-gal., each $13 65

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	$5 25
20 oz.	6 75

CHAIN

Coil, 3-16 in., $19; ¼-in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25 per cent.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

Hand, No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$14 50
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under ...	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast	$1 20
Short	1 20
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	Per 100 ft. 3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Potts' No. 55, set $2 00
Mrs. Potts' No. 50, set 2 15

Mrs. Potts' common sad iron handles, $1.63 dozen. Mrs. Potts' improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	15 00

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 30c; 36 to 40, 33c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	9 55

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 8 50	$ 9 00
Empress		11 00	11 50
Daisy		6 60	6 85
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.50 base; Winnipeg, $7.00. Cut, f.o.b. Winnipeg, $7.65.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 [illegible]
30 in.	8 98
36 in.	10 50

Stephens'
REGISTERED TRADE MARK

Barn Paint

Makes Friends with Farmers

Stephens' Barn Paint makes friends with the farmers and sales for the dealer. Its surface-saving features attract favorable interest among the farmers that results in repeat sales and new business, with profit for the dealer who stocks and sells this popular barn paint. To-day farmers insure their buildings and stock from various dangers. Point out to them the advantage of insuring against decay in their buildings, with Stephens' Barn Paint. It will pay you to sell Stephens

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 41
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 43
Do., heavy	1 48
French C, medium	0 85
French A, heavy	1 10
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 05
Volunteer, reg. gas engine	0 60
Century castor machine	0 50
Melrose Harvester machine	0 65

PAINTS, PREPARED

(1 gallon can basis)

	per gal
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Buttweld,

Per 100 ft. Blk.	Blk.	Steel Galv.
⅛ in.	$ 6 17	$ 8 64
¼ in.	5 76	8 10
⅜ in.	5 90	8 24
½ in.	7 88	9 59
¾ in.	9 77	12 06
1 in.	14 40	17 82
1¼ in.	19 53	24 12
1½ in.	23 40	28 80
2 in.	31 50	38 84
2½ in.	50 94	63 00
3 in.	66 60	82 80
3½ in.	84 60	103 50
4 in.	99 90	122 40
4½ in.	119 25	146 70
5 in.	139 05	171 00
6 in.	180 00	222 30

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	5 72

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. t[illegible]s	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—[illegible] in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in., ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H & N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 35-5-2% discount.
Colonial Imperial, Pearl, 6-2% discount.
Premier, Canada, Diamond, plus 25%.
Whitewear, 25-5-2%.
Japanned Ware, list, plus 37½%.
Japanned Ware, white, list, plus 47½%.
Japanned Sprinklers, list plus 37½%.
Stamped Ware, plain, 20-10-7½-2½% discount.
Stamped Ware, retinned, 15-10-5-2% discount.
Pieced Tinware, ordinary, list, plus 75%.
Pieced Tinware, copper bottoms, list plus 95%.
Sheetiron Ware, list plus 57½%.
Light Galvanized Pails, plus 57½%.
Tubs—
Light, plus 57½%.
Heavy, 47½%.
Pails and Tubs, plus 57½%.
Jap. Coal Hods, list plus 72½%.
Galvanized Coal Hods, list plus 87½%.

WASHERS—

Size	Case lots	Less
3/16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5/16 in.	18 10	18 60
⅜ in.	16 75	17 25
7/16 in.	15 70	16 20
½ in.	15 10	15 60
9/16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30

WASTE

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$5 75
Solid	5 50

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U.S.	$ 5 70
General purpose	7 00
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls, $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
16 inch	.....
18 inch	.....

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 50
8 inch	....	1 69
10 inch	1 81	1 88
14 inch	2 50	2 63
18 inch	3 63	3 75
24 inch	5 25	5 44
36 inch	....	10 13

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

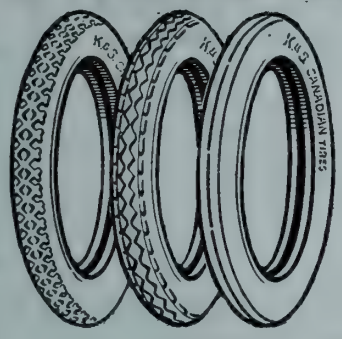
	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

K&S. TIRES



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Reliable Performance

K. & S. Canadian Tires are guaranteed for Reliability and Performance.

The "K. & S." tread, for passenger cars, as illustrated, carries the Highest Guarantee in Canada—7,000 miles on small cars—6,000 miles on large cars.

The "Commercial" tread, for trucks and business purposes, is a sturdy non-skid of remarkable wearing qualities.

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K&S. CANADIAN RUBBER GOODS

Write us for FREE Mileage Record Booklet containing useful information and hints on the care of tires.

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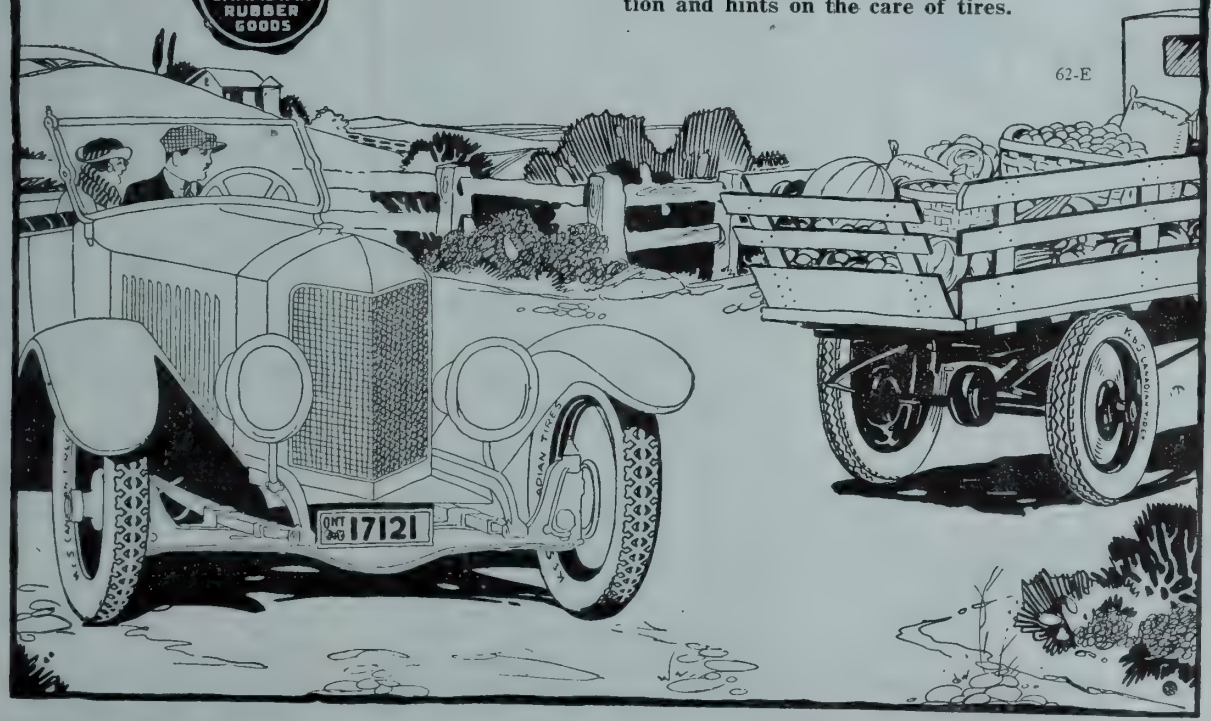

The J. H. Ashdown Hardware Co., Limited

Calgary Winnipeg Saskatoon

If interested, tear out this page and keep with letters to be answered.

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Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
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The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
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Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

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Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

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Smart-Turner Machine Co., Ltd., Hamilton, Ont.

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Canada Dry Cells Ltd., Winnipeg.
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Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

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American Enameled Products Co., Chicago, Ill.
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

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Jas. Morrison Brass Mfg. Co., Toronto.

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Blankets, Horse
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Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Stay
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Climax Baler Co., Hamilton.
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A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

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OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

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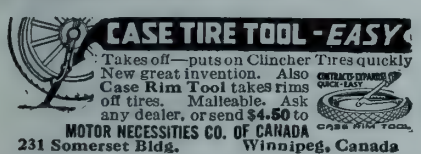
O-Rib-O Sanitary Closets

The ideal article for Summer Home or Camp. Clean and sanitary.

Domestic size, fitted as follows: Galvanized iron body; hardwood seat and cover; body and seat mahogany finished; galvanized iron bucket of 65 lbs. capacity; fitted with cover; 9-ft. black enamel vent pipe and elbow included. Weight, crated, about 30 lbs.

O-Rib-O Manufacturing Co.

WINNIPEG, MANITOBA



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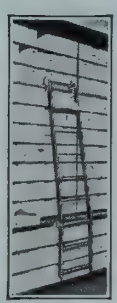

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John Calander Mfg. Co.

153 E. 13th Street

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HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA

P. R. BRECKEN, Limited

Manufacturers' Agent

108 Sixth Avenue West

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"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited

Winnipeg, Man.

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IT IS A FACT

that stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman has time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

THOMAS LEWIS ARNETT

Souris, Man.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

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Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Scythes,. Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
National Hardware Co., The, Orillia, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.
Jacobs Mfg. Co., Hartford, Conn.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

MR. HARDWARE DEALER:—

BUY in MOOSE JAW

SERVICE and PRICE UNBEATABLE

WE CAN SUPPLY ANY SIZE IN

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building

TRY US AND BE CONVINCED

CARTER'S

Carter's Genuine Dry Red Lead

A pure, uniform and economical paint and preservative for metal work, steam pipes, etc.

Made from the highest grade of Canadian Pig Lead, highly oxidized and very finely ground. Used with pure Linseed Oil, it is very easy to apply and has unusual covering capacity.

Every sale of Carter's Genuine Dry Red Lead assures you a satisfied customer and a good profit.

Ask for prices on this and the other Carter lines—Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge.

The Carter White Lead Company of Canada, Ltd., 91 Delorimier Ave., Montreal

WROUGHT PIPE

BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for ***Brand of Wrought Pipe***

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL
Works: Lachine, Can.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

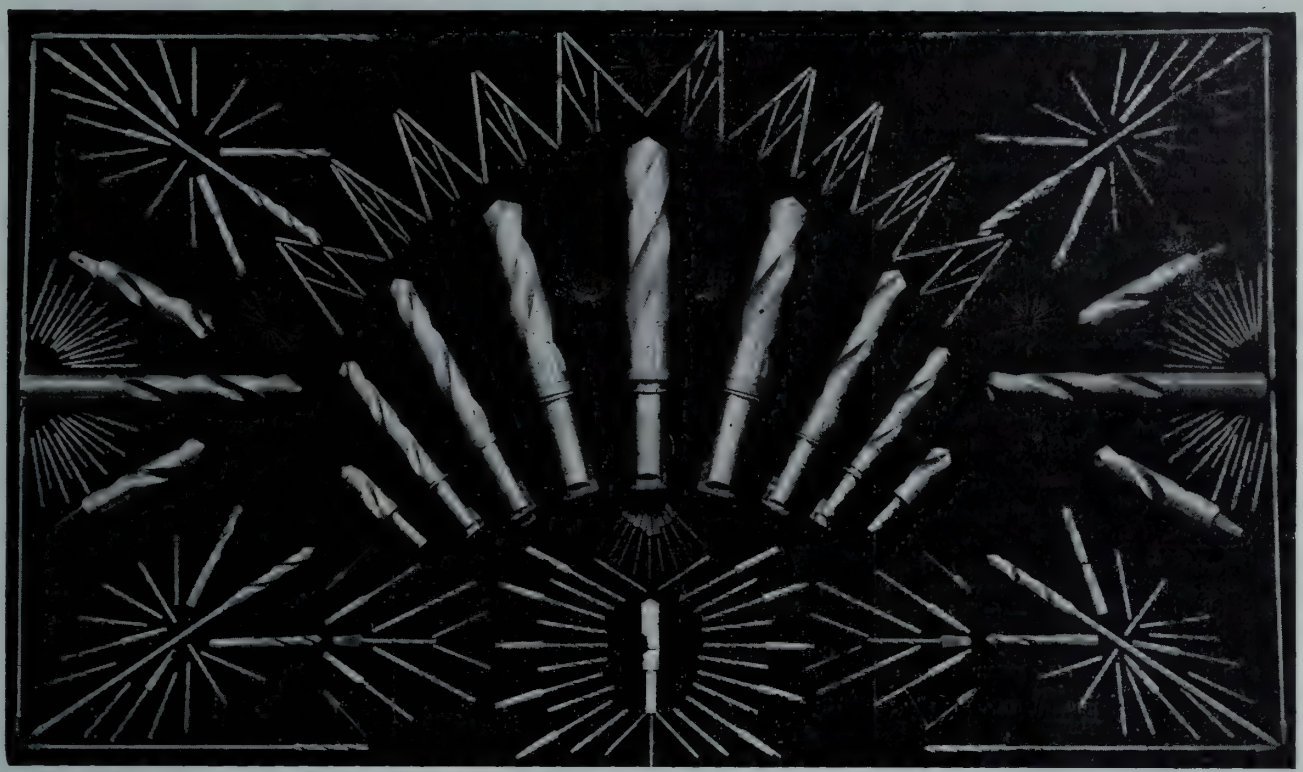
Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.



Morrow Drills for Particular Buyers

The most particular buyers in the average hardware store are men who demand tools of precision, tools that will do their work correctly down to the thousandth part of an inch.

These men are always willing to pay a fair price for a good product.

They include superintendents, foremen and individual users of tools. Their patronage is highly desirable—they need and want the best. When it comes to drill requirements they are critically careful.

You will require less selling time and effort to sell "Morrow High Speed Forged Drills." If you carry a complete stock of "Morrow High Speed Forged Drills" the news will soon spread around among drill users.

You can safely guarantee every "Morrow" drill. They are made from hammered steel bars—"Morrow" tempered—made with a graduated thickness of web, giving strength where strength is needed.

More Holes with less Re-grinding

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"Oldest, Largest and Best Equipped Plant in the Dominion Manufacturing Set Screws, Cap Screws, Engine Studs, Semi-Finished Nuts."

"Sole Distributors for the Ingersoll File Company's Files."

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No Reliable Jobber will Substitute

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal,

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

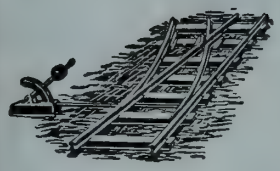
Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

G R

MINISTRY OF MUNITIONS



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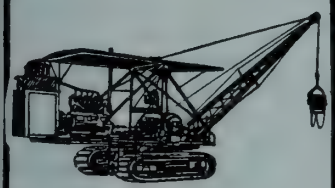
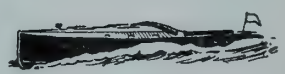
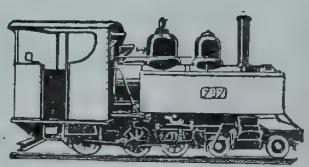
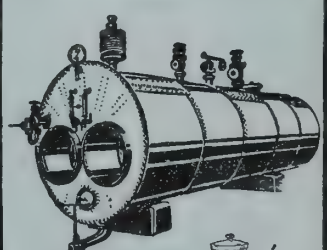


Ferrous and Non-Ferrous Metals
Plant and Machinery
Steam Engines and Boilers
Factory Stores
Machine Tools
Railway Material
Contractors' Stores
Electrical Instruments and Machinery
Medical Stores
Chemical and Explosives
Motor Vehicles
Agricultural Machinery
Aircraft
Furniture
Textiles and Clothing
Boots and Leather Equipment
Motor Boats, etc., etc.

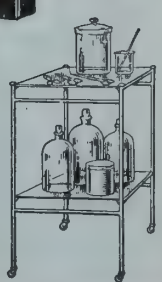






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



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THE BUYERS' GUIDE

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calendar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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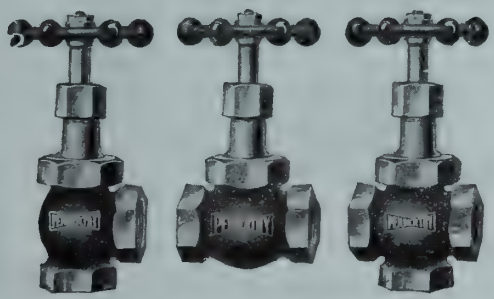

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WINDSOR CANADA

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THE BUYERS' GUIDE

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of Every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separater and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Expansion
The Rowe Plug Co., Ltd., London, Eng.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
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Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

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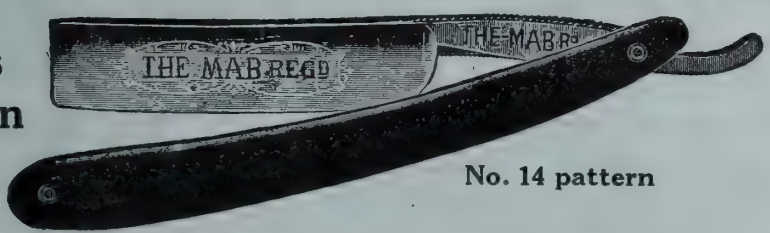

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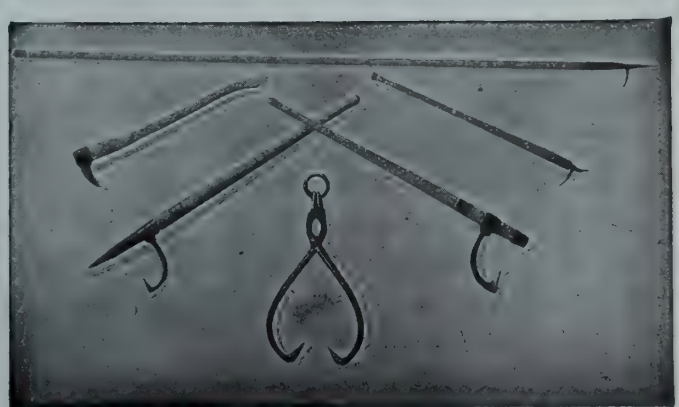

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THE BUYERS' GUIDE

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
C. C. Craig Co., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Dorken Bros. & Co., Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sifters, Ash
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.

Barrett Roofings, Cements Industrial Paints etc.

SUMMER is here, bringing with it an increasing demand for these Barrett Products. Be sure you are well stocked — make the Barrett name increase your reputation and your profits. That's just what it will do.

Everlastic Liquid Roofing Cement

UNEQUALLED for resurfacing worn-out felt and "Rubber" roofs. Has the consistency of thick molasses; is easy to apply and dries quickly into a hard, elastic, wonderfully durable coat. Proof against moisture, acids, alkalies and fumes. Has same base as Barrett Specification Pitch, which is famous for its waterproofing qualities. Comes ready for use in packages ranging from 1 pint tins to 40 gallon barrels.

Elastigum Plastic Patching Cement

THE plastic cement of a thousand uses — tough, elastic, adhesive, waterproof. Easy to apply and sticks obstinately to both wet and dry surfaces.

Unequalled for patching holes and leaks in roofs of all kinds and for repairing flashings, relining gutters, stuffing cornices, lining cisterns, etc. Its life and elasticity are unaffected by changing temperatures. It *stays tight* throughout the most severe weather conditions.

Elastigum is a popular repair material for which dealers will find a tremendous demand this year.

In 1-lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. packages, ½ barrels (about 300 lbs.) and barrels (about 600 lbs.).

HERE are some other Barrett Products ready to make money for you. They all bear the Barrett name and they're all Barrett quality. The popular Everlastic "Rubber" Roofing, Everjet Elastic Carbon Paint, Nox-Aer-Leek Boiler Setting Cement, Creonoid (Fly Oil) Lice Destroyer and Cow Spray.

ST. JOHN N.B. HALIFAX, N.S.
SYDNEY. N.S.

The Barrett Company LIMITED

MONTREAL TORONTO
WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Canadian K.K. Co., Ltd., Elora, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

What is the Life of a Paint Brush?

Generally it depends on the usage it gets and the preparations in which it is used.

TRADE SIMMS SET IN RUBBER MARK

Paint Brushes

can be used in any paint, oil or varnish preparation, kalsomine, glue, paint removers, etc., and yet live longer than the ordinary brush that is used in only one kind of paint.

The SIMMS brush lives until its bristles are worn down to the handle, and it gives excellent service all the time, under all conditions.

The painter's trade will come your way if you handle SIMMS Set-In-Rubber Paint Brushes.

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Brooms	**Stove Brushes**
Whisk Brooms	**Lather Brushes**
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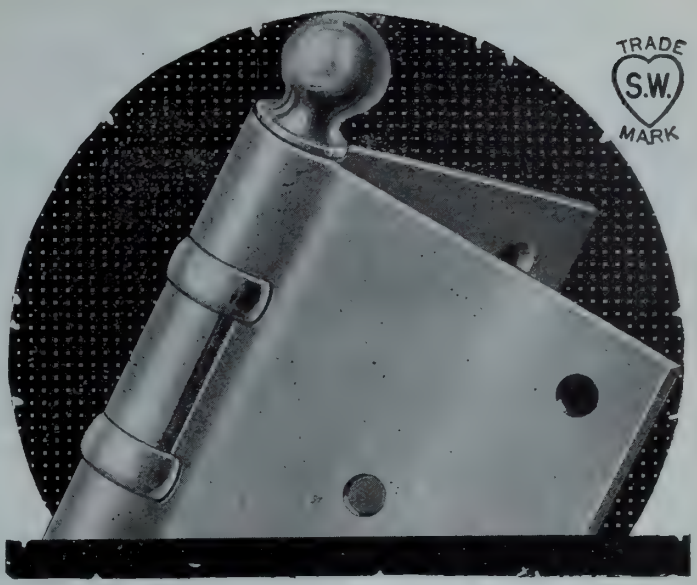

THE STANLEY WORKS

BALL BEARING

BUTTS

POSITIVE SERVICE

is obtained when this type of The Stanley Works Butt is used.

The Ball Bearing Washers do the work. They carry the load of the door and successfully, too, every day where they are employed.

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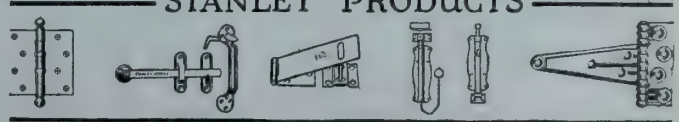


The Stanley Works-New Britain, Conn., New York, Chicago.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus. Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells, Ltd., St. Marys, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Hoyt Metal Co., Toronto.

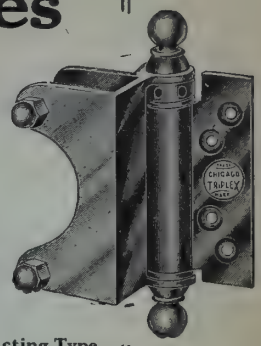
In High-Class Lavatories

TRADE MARK
CHICAGO SPRING HINGES

TRADE CSB CO MARK

At clubs, hotels, theatres, restaurants, railroad stations, department stores, etc., you'll find Chicago "Triplex" Lavatory Spring Hinges used almost invariably.

A type for every equipment. Each made to meet a definite service. Type No. 2242 can be supplied with reverse action springs, to hold the door open when released.



Acting Type No. 2242

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M-36

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

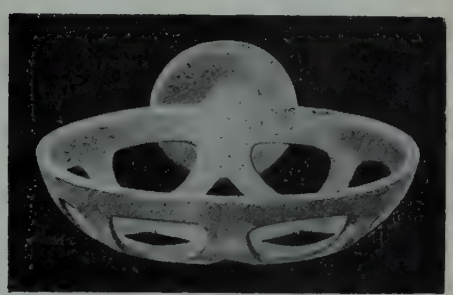
There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd
Manufacturers NEWMARKET, ONTARIO

Sno-Wite
Enamelled Fixtures



C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.
CHICAGO, U.S.A.
Ask Your Jobber

QUALITY *SERVICE*

THE BON LIMITED
CHANDELIERS
OUR LIGHTS SHINE EVERYWHERE
OUR MOTTO BEAUTY
MANTELS - GRATES & TILES

Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

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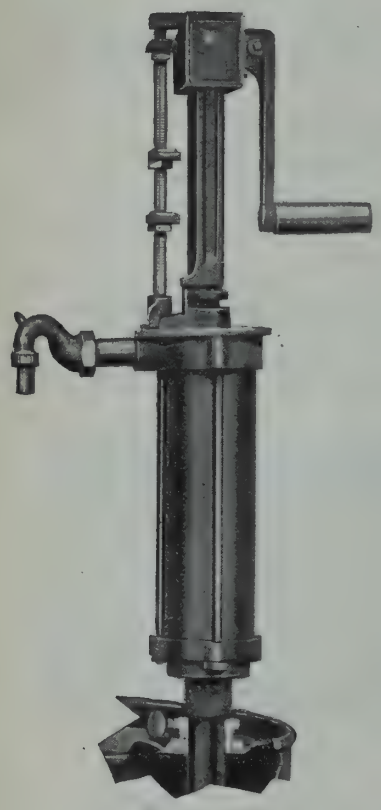
Save Oil! Lessen Fire Hazard!



Draw off from your barrel the exact quantity of oil desired, by the use of our

HAND OIL PUMP

It will obviate those oil-soaked floors, which mean waste of oil and unnecessary fire risk.

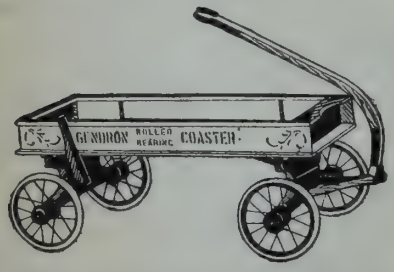
Send for Bulletin No. 13

HAMILTON MOTOR WORKS, Limited

HAMILTON, CANADA

THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs



Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.

The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

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An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited
St. Catharines
Ontario

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Reduces Cost of Production

That Carbalox is available in convenient rolls means a saving in production cost. Workmen equipped with convenient rolls can use Carbalox as needed without waste or loss of time in cutting up sheets. Carbalox, in hardness and cool cutting qualities is particularly suitable for cutting and polishing aluminum, brass, copper and iron.

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A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

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Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough, leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & Co., LIMITED

37 St. Antoine Street
MONTREAL

VISES *A Type and Size for Every Service*

Rock Island Combination Forge, Anvil and Vise

FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is driven by an accurately cut gear and pinion.

VISE — jaws are 3½ inches wide and open 11 inches.

PIPE JAWS—take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

Factory and Office:

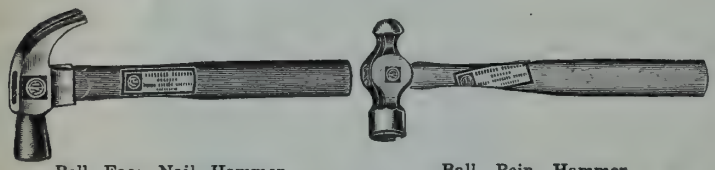
Rock Island Manufacturing Company

ROCK ISLAND, ILL.

NEW YORK---113 Chambers St. CHICAGO---180 N. Market St.

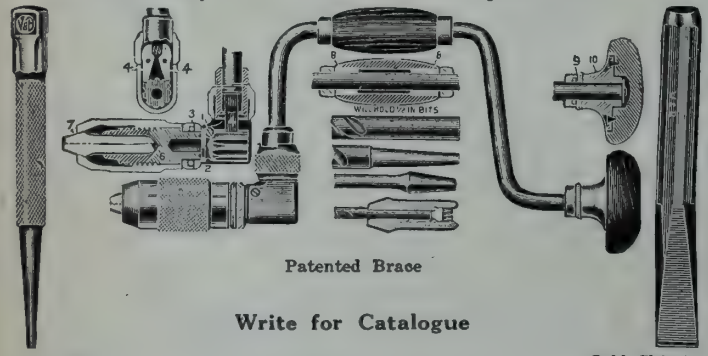
V & B TOOLS

Individually Tempered and Tested



Bell Face Nail Hammer — Ball Pein Hammer

Double Duty Plier — Carpenter Pincer



Patented Brace

Write for Catalogue

Nail Set — Cold Chisel

VAUGHAN & BUSHNELL MFG. CO.

Makers of Fine Tools

2114 Carroll Ave., Chicago

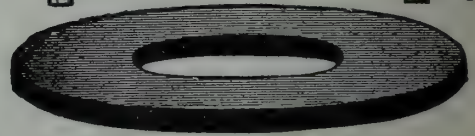
Represented by
ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

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Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

The L. Martin Co. *Headquarters*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

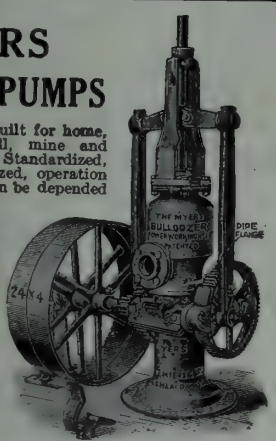
THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND OHIO

THE GOOD QUALITY OF LONDON BAR IRON

is abundantly proven by the

EVER-INCREASING DEMAND

We regret our inability to serve the many new firms who are offering us their business, and wish to assure our old friends that we are doing our best to keep pace with their increasing demands.

London Rolling Mills Co.

Limited
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

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TEMPER

Some razors like some men are spoiled by bad temper.

A razor that doesn't show a good, even temper doesn't get a chance to get over your counter. BUT G. W. KORN'S DO.—

And the G. W. Korn line includes a style at a price to suit all classes.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.
Canada Office: 140 McGill Street, Montreal

We are Eastern Canada representatives for the celebrated

V.D.L.
Tires and Tubes

and

"VIKO"
Aluminum Products

A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.

HURTUBISE LIMITED
Successors to
North American Hardware Supply Limited
222 Notre Dame Street West
MONTREAL CANADA

THE
LAIDLAW BALE-TIE CO.
LIMITED

Factory and Head Office
HAMILTON, ONT.

We manufacture and carry the LARGEST STOCK of

BALE-TIES

in CANADA and are thereby in a position to give IMMEDIATE SHIPMENTS

WIRE ALL SIZES FOR ALL PURPOSES

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. W., Vancouver, B.C.

MAPLE LEAF HAND SAWS

are the Canadian Standard

No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA

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TRADE MARK

Dependable Roofing and Building Papers

"Cyclone" and "Joliette" Brand Sheathing
Tarred Fibre Building Paper and Sheathing
Blue Resin Sized Sheathing, Dry Straw Sheathing, Tarred Straw, Carpet Felt, "Surprise" and "Monarch" Sheathing

"Black Diamond" Tarred Felt

"Crown" or "Slater's" Tarred Felt, 2 and 3-ply Ready Roofing, Coal Tar, Pitch and Roofing Cement, Shingle Varnish

Headquarters for Rubber and Patent Roofing

"Crown" Twin Shingles

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
WAREHOUSEKEEPERS AND
DISTRIBUTING AGENTS

ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

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Cables and Telegrams: TRANSIT, GLASGOW.
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Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

Ward & Smith, Ltd.

CONGO WORKS
Sheffield, England

Buyers of the following will do well to write for our prices and delivery

PLIERS, SPANNERS,
TURNSCREWS
and
STAMPINGS
and
MILD STEEL BARS
and
BILLETS

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BIG PROFITS

FOR THE RETAIL HARDWARE STORE

SELLING

Tents and Camp Equipment

WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO., LIMITED

OTTAWA

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

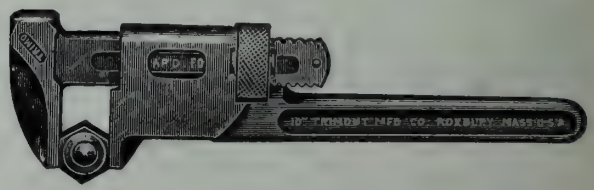
Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass., U.S.A.

LOCKS, BOLTS AND BARS

We are in a position to give **immediate supplies to Canadians.**
These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.
We are in touch with the most noted and remote manufacturers in the trade.
Do not stand and wonder where you can procure any particular line in hardware. That's ours!
We shall assemble all your requirements and dispatch in one consignment.
Let us have your enquiries at once. Delays are dangerous on a rising market.

Address your envelopes B Dept.

White & Colquhoun

Hardware Exporters

45, 47 and 49 Main St., off Waterloo St., Glasgow

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Superb AND Supreme

¶ The measure of mileage you expect to get from an automobile tire is exactly the measure we are prepared to give you in **Dunlop Cord Tires.**

¶ **Dunlop Tires** are thoroughly "thought out" in the Scientific Research Department, then they are thoroughly "tried out" on the road. You, as a tire buyer, get the Final Result.

¶ The new ideas we have evolved from world-wide collaboration with Dunlop Master Tire Builders have worked wonders in tire construction.

¶ Every other make of tire has suffered in comparison with Dunlop in a test of endurance; **and that means foreign-made tires as well as Canadian-made.**

¶ A tough tread, sturdy walls, largest air-chamber, unsurpassable anti-skid features, are some of the reasons why **Dunlop Cord Tires** are so much in evidence these days.

¶ And just as **Dunlop Cord Tires,** wherever you go, are being awarded the palm as "1920's best," so, right across Canada, our 1920 sales figures are registering the definite approval of motorists in decidedly unusual increases.

¶ When you buy **Dunlop Tires** you buy from the world's greatest rubber organization, whether the comparison is in technical knowledge, area of plants, financial resources, etc.

¶ Our new million-and-a-half-dollar factory is now nearing completion. It will be exclusively devoted to the manufacture of **Dunlop Cord Tires—"Traction," "Ribbed."**

Dunlop the Universe Over—The World's Greatest Rubber Organization.

DUNLOP TIRE & RUBBER GOODS CO., Limited

Head Office and Factories: TORONTO

BRANCHES IN THE LEADING CITIES

DUNLOP TIRES

If interested, tear out this page and keep with letters to be answered.

You Have Very Little "Selling" to do In Connection With

Champion

Dependable Spark Plugs

EVERY engine owner knows that with a Champion in each cylinder he is assured of dependable, efficient spark plug service, even under the most unusual conditions.

Spark plug buyers are ALREADY sold; all you have to do is to supply the demand that we have created for Champions.

Our advertising is telling your customers of Champion dependability, so why not make sure you have on hand a full line of Champions, and be certain the word "Champion" is on each insulator and the "World" trademark on each box.

Champions help to sell your other lines, because users feel that the dealer who sells Champions MUST sell other dependable lines of automotive equipment.

Order from your jobber to-day.

Champion "Heavy Duty"
J A S 43—⅞ inch, 18
Price $1.00
For use in heavy service motor cars, trucks, tractors, and engines.

Champion Spark Plug Co. of Canada, Limited

Windsor, Ontario

Largest factory in Canada making Spark Plugs exclusively and the only factory making "Champions."

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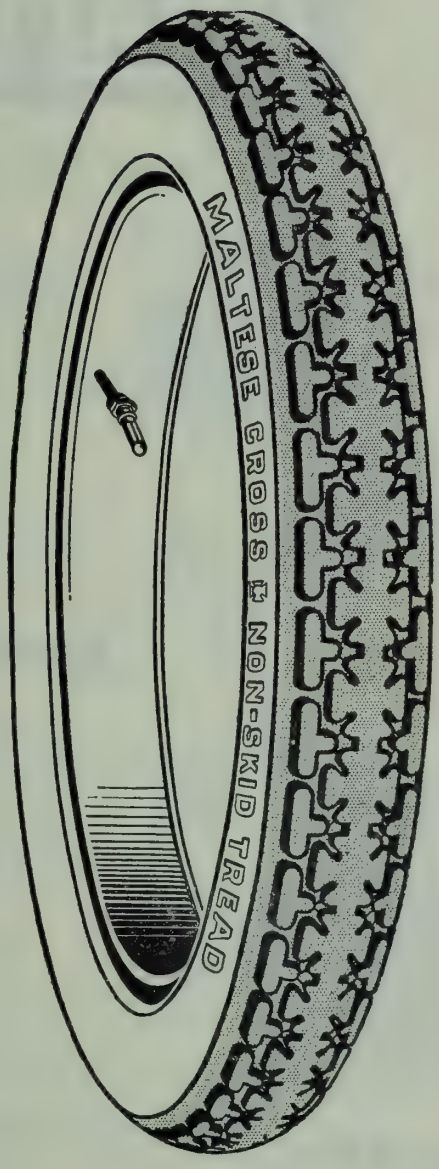
"Gutta Percha"

Accessories

Will Delight Your Customers



Motorists know the quality of "Gutta Percha" Tires and are glad to get accessories made in the same factory. Don't try to sell "miscellaneous" accessories—sell those with a reputation—"Gutta Percha" Accessories. Our reputation is at stake every time we put our name on goods, and we see to it that the goods are worthy of the name.

Reliners
Weldacut
Talc

Blow-Out Patches
Patches (all kinds)
Pedal Rubbers

"GUTTA PERCHA" TIRES

Sales are increasing every day. Dealers in all sections are reporting a heavy demand for the "Cross" Tread. Your customers would like it too. Send in an order and go after this business.

Gutta Percha & Rubber, Limited

Head Offices and Factories: Toronto

Branches in all Leading Cities in the Dominion

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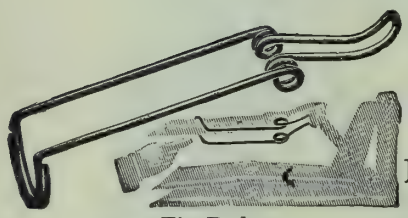
Good Sellers!

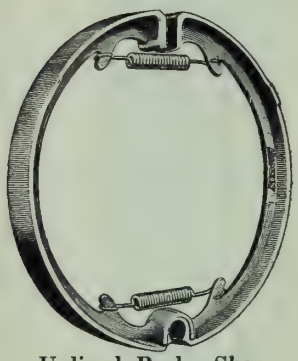
Are You Getting Your Share of Profits from the

ADAMSON LINE

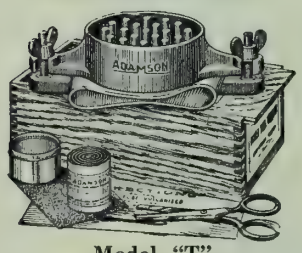
Prices Effective August 1st, 1920:—



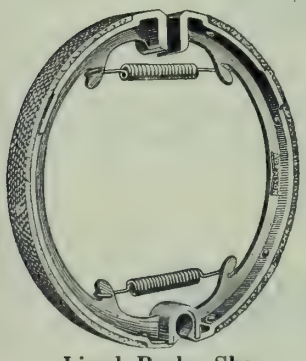
Tie Rod
Anti-Rattler Spring



Unlined Brake Shoe



Model "T"



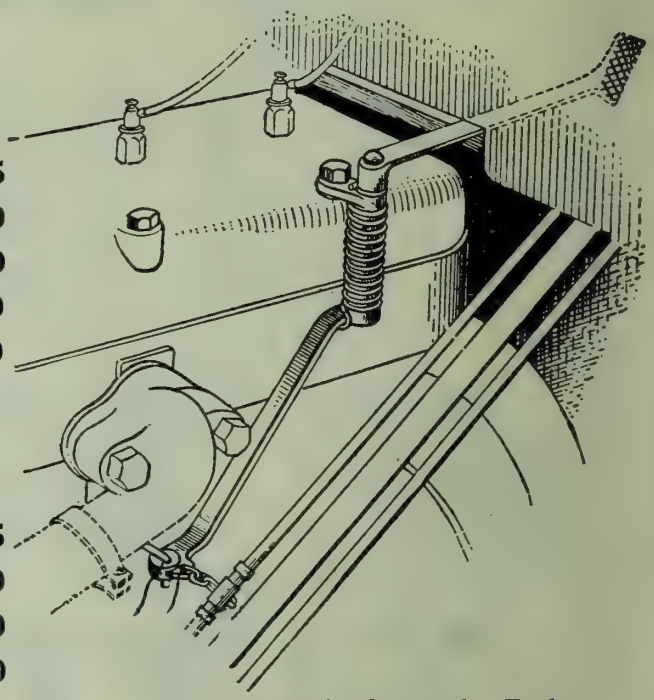
Lined Brake Shoe

Vulcanizers

Model E	.....each	$1 75
" M	.....each	2 00
" T	.....each	3 00
" U	.....each	4 00
" S	.....each	20 00

ADAMSON Repair Gum

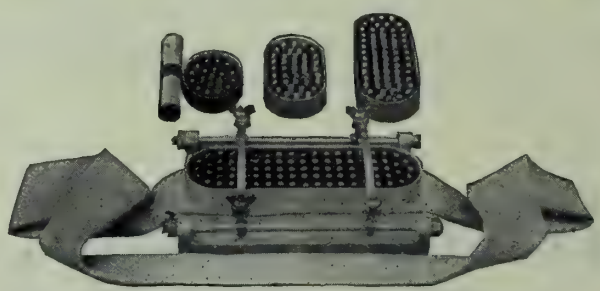
¼ lb. Rolls	.....each	75
½ lb. Rolls	.....each	1 50
1/12 lb. Kit Rolls	doz.	3 00
Quick Patch	.....can	50



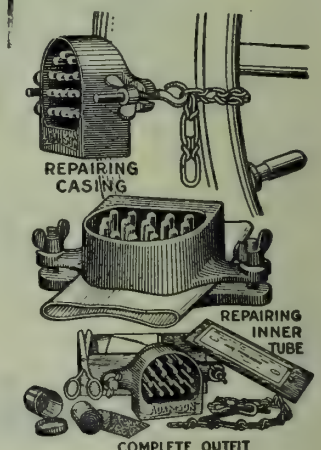
Accelerator for Fords

Brake Shoes for Fords

Unlined, with 4 springs	.....pair	$1 30
Lined Shoes, with 4 springs	.....pair	2 25
Cut-Outs for Fords	.....each	2 25
Accelerators for Fords	.....each	2 50
Anti-Rattler Springs for Fords	....pair	50



Model "S"



Model "U"

ADAMSON MANUFACTURING CO.

HAMILTON - CANADA

L. C. FLAHERTY, Prop.

If interested tear out this page and place with letters to be answered.

NEW RAJAH SPARK PLUGS PRICES

The Rajah Auto Supply Company assumes the difference in exchange

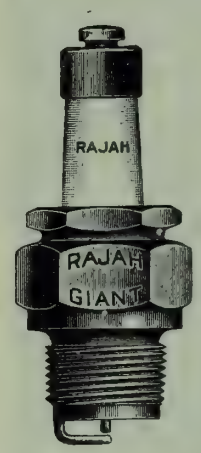
½" No. 2

Specially adapted for Ford, Overland Studebaker. Can also be used in any motor made for ½" Standard plug.

Price, Plug ...$1.00
Price, Porcelain .50

RACE drivers use Rajah Plugs for a quicker pick-up, more power and higher speed. Special button top and quick detachable Rajah Terminal eliminates old style inconvenient Thumb Screw. Simple construction, easily taken apart, cleaned and replaced. Parts interchangeable. Sturdy electrodes. Patented knife edge bushing adjusts itself to shoulder of porcelain, and permits heat expansion without injury to porcelain. Insulation highest grade, hardfire, heat-resisting porcelain.

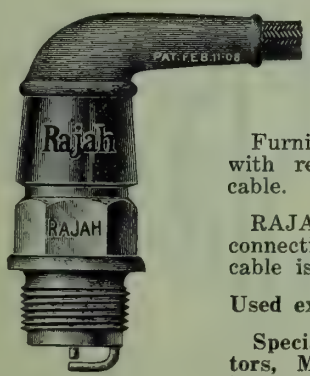
For all pleasure cars, trucks, tractors, marine, stationary, motorcycle and airplane engines.



⅞-18 Giant

Also ½", ⅞-18 Long and ⅞-18 Extra Long—firing point 1¼".
A big, sturdy, heavy duty type of plug for pleasure cars, trucks, tractors, marine and stationary engines.
Exclusive equipment Advance-Rumely Tractors.

Price, Plug $1.25
Price, Porcelain ..... .60



The New WATERPROOF RAJAH PLUG

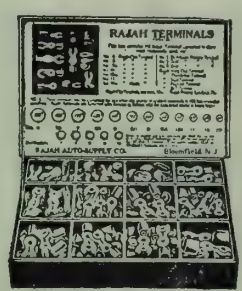
Furnished in all the standard thread sizes, with regular RAJAH Terminal fitting any cable.

RAJAH Ferrule Terminals, making a neater connection, will be furnished if a sample of cable is included with the order.

Used extensively during the War in Aviation.

Specially recommended for Unprotected Motors, Marine, Tractor, Stationary, Airplane, Motorcycle.

Price, Plug $1.50
Price, Porcelain ..... .50



Box Assortment Rajah Terminals

A very attractive silent salesman

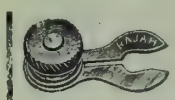
Rajah Regular Clip Terminal
Fits any size cable

Rajah Thrust Clip Terminal

Rajah Hook Clip Terminal

Rajah Short Clip Terminal

Rajah Primary Terminal



THUMB NUT
With all Rajah plugs unless otherwise ordered. Also Ball and Stud Adapters.

The Rajah Thrust Clip, Hook Clip, Short Clip and Primary are furnished with ferrules to fit any size cables

TO JOBBERS: We will gladly furnish further information.
Electros in appropriate sizes for newspaper and catalog use supplied on request.

MANUFACTURED BY

RAJAH AUTO-SUPPLY COMPANY, BLOOMFIELD, N.J.

Tear this out and file for reference

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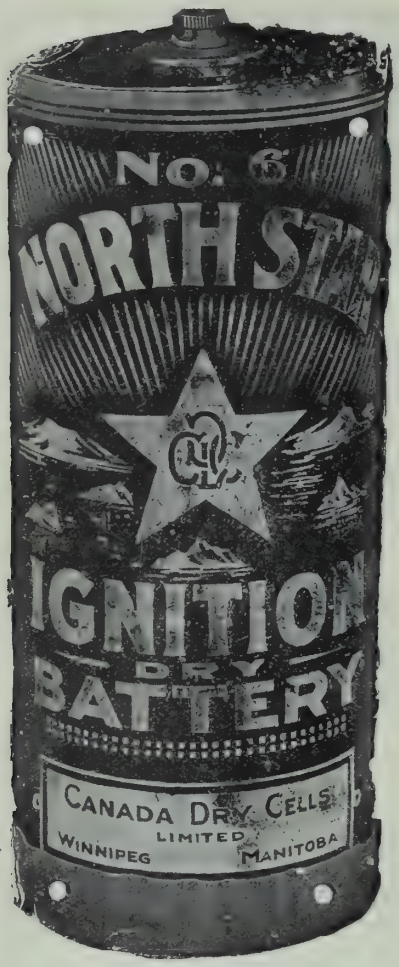

It Would Be Good Business For You

if you are not already handling North Star batteries to stock this dependable line.

The merits of North Star batteries are widely known in Western Canada as Western batteries for Western needs.

They are guaranteed, if used under ordinary conditions, to give a stronger spark and last longer than any other battery manufactured in Canada and the price is lower than any other battery.

It will pay you to stock the full North Star line. Your jobber or wholesaler can supply you, or write direct for prices.

Canada Dry Cells Limited

WINNIPEG, MANITOBA

Spring Shackle Bolts

For Grease, Oil or Tapped-in Head for either Grease or Oil Cup

Complete Line of

Pressed Steel and Brass Grease Cups; Oil-hole Covers and Oil Cups, Brass Pattern Makers' Dowel Pins.

Write To-day for Catalogue and Prices.

Cap Closed Oil Bolt | "C" Oiler | Plain Compression | "D" Oiler | Cap Open Oil Bolt

Grease Bolt

THE CANADIAN WINKLEY CO., LTD.
WINDSOR, ONTARIO

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

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International Service

Automotive Accessories

Tools and Hardware **Garage Equipment**
Bicycles and Tires **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.
Quick complete shipments to Jobbers or Dealers.
Avoid expense and delay by combining orders to us for all your requirements.
To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.
Depend on us for shop equipment of power and hand tools.
Established in 1896, the B-R Co. service is based on 24 years' experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

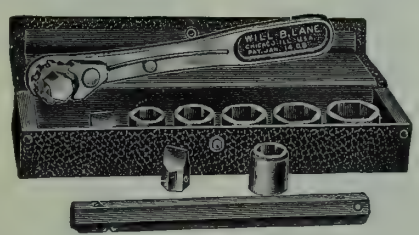
The Beckley-Ralston Co.
Chicago, U.S.A.

Branches:—New York, San Francisco, Detroit, Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union

Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.



FORD SET

STANDARD SET

OFF-SET RATCHET SCREW DRIVER

SUPER-UNIQUE SET

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.
A line that meets many requirements and presents unusual selling opportunities for the dealer.

Manufactured by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

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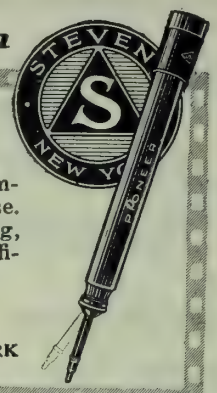
Pioneer Grease Gun



The Pioneer is the only gun with a patented swivel nozzle which turns in any direction as easily as your finger. Has combination tip for light oil and grease. Made of seamless steel tubing, brass finished. An unusually efficient gun.

Send for Catalog 35-MC.

STEVENS & COMPANY
375 BROADWAY NEW YORK

STEVENS PRODUCTS

K.P. Universal Rim Tool

The easiest way to remove tires from split rims. Fits all types of cross cut demountable rims. Collapses, holds rim collapsed while changing and forces rim back on tire again.

Price $6.00

Sold by

NORTHERN ELECTRIC CO., Ltd.

Montreal, Quebec, Toronto, Winnipeg, Calgary, Edmonton, Halifax, Ottawa, London, Regina

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M&S
The Plug with the Hotter Spark

The ball point of the "M&S" plug creates a larger and hotter spark, causing more complete combustion. This hot spark will give your car new life and more power.

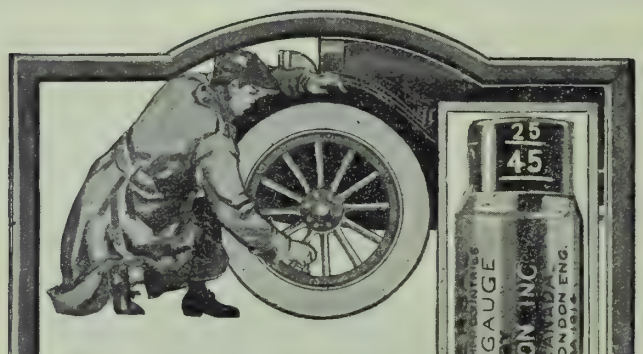
The three-in-one terminal is adapted to any style ignition wiring. The high-grade chemically glazed porcelains are interchangeable—one porcelain fits all plugs.

No.	Models
500	½" Standard
501	⅞" Standard
502	⅞" Long
503	⅞" Long with Chevrolet Terminal
506	½" Long
504	Regular Porcelain
505	Chevrolet Porcelain

Dealers—The "M&S" plug is standard equipment on the new Overland "4". Ask your jobber for them.

MACHINE & STAMPING CO., Ltd.,
1209 King St. West,
TORONTO

Commercial Dept.
Russell Motor Car Co., Ltd.,
26



Have You Had Trouble With Your Tires?

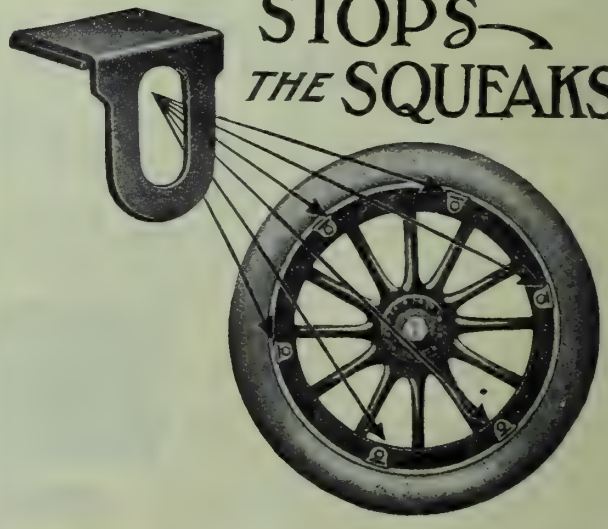
MOST tire troubles can be traced to either too little or too much air pressure. Keep the pressure at the exact point recommended by the tire-maker and your tires will give less trouble and more mileage—to say nothing of greater riding ease. The Schrader Universal Tire Pressure gauge enables you to test the pressure easily and quickly anywhere, anytime. It is one of the indispensables for every motorist.

Price $1.75 anywhere in Canada.

Made in Canada by

A. Schrader's Son, Inc.
334 East King Street, Toronto
London, Eng., New York, Chicago

SCHRADER UNIVERSAL TIRE PRESSURE GAUGE



STOPS THE SQUEAKS

Hold Tight Wedge Plates

OWNERS— Have your repair man put them on your car when you are having it overhauled.

DEALERS—Use them in your shop and save the owners the price of a new wedge.

JOBBERS— Place your orders NOW.

Retail price 10c each, or $1.50 per box of 20. Packed in neat counter display cartons containing 12 boxes.

Ren Automotive Supply Mfg. Co.
PRESTON, ONT.

If interested tear out this page and place with letters to be answered.

Four Profitmakers

Liquified Para Rubber Basis

Burbank Top Dressing

Re-dyes light-colored tops, giving a new, fresh appearance. Rubberizes and waterproofs.

Re-Knu Lining Dye

Re-dyes and refinishes the top lining—a fast color covers all stains and discolorations.

Mohair Top Dressing

will give the shabby, leaky, weather-beaten top that new appearance and durability. It re-dyes, weatherproofs and re-rubberizes the fabric, leaving it soft and pliable.

Drab Lining Dye

It re-dyes and re-finishes the inside top lining a fast light color, giving it that fresh and new appearance. Covers all stains and discolorations.

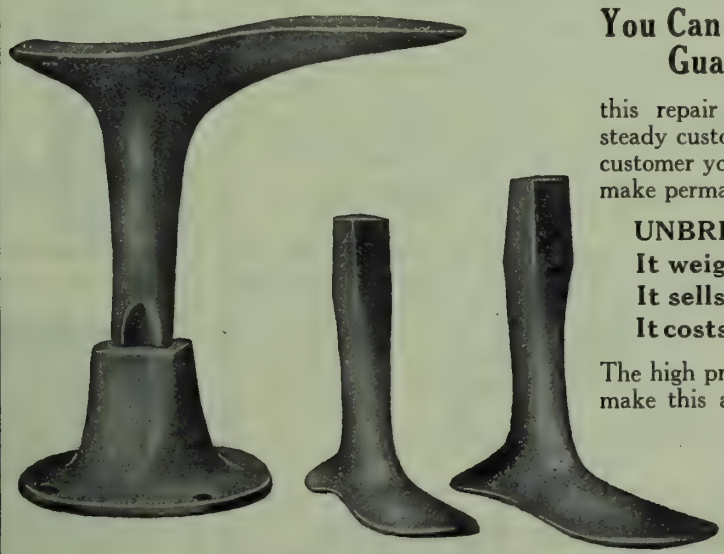
Dealers---If your jobbers cannot supply you, write to us direct for our liberal proposition

Auto Specialties Manufacturing Co.

Fort Erie, Canada

HARDWARE AND METAL is the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

THE TRADE K-A-T-EE MARK FDY.



You Can Absolutely Guarantee

this repair outfit to your steady customer or to the customer you would like to make permanent.

UNBREAKABLE
It weighs 14 lbs.
It sells for $1.50
It costs you $1.00

The high price of shoes will make this a steady seller.

THE K-T COBBLER SET

We also make for your trade

Clothes Reels — Clothes Pulleys — Builders' Castings of all kinds
Clean-Out Doors — Coal Chutes — Window Weights — Horse Weights

Inquire for our prices

GALT, ONTARIO

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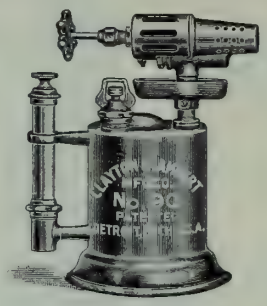
OUR COLORED GRADES 1B, 1A, 7, 1, 5

OUR WHITE GRADES Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

THE
No. 90 C. & L. Torch



No. 90
Kerosene Torch
List price, $17.60.
Ask for discount.

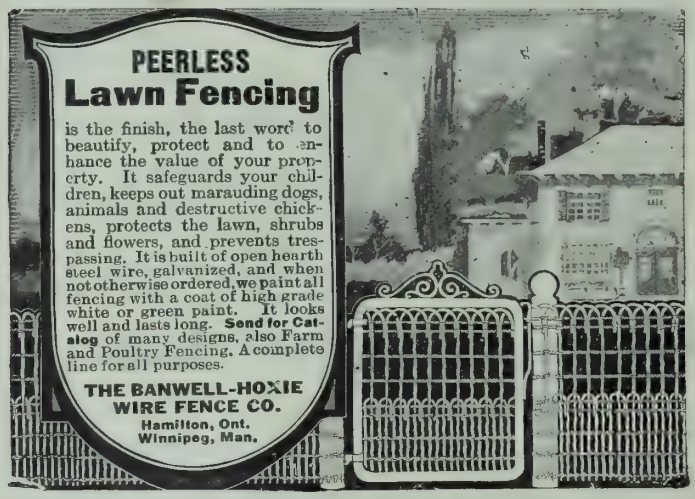
uses kerosene for fuel and a very powerful blue flame of intense heat is obtained, free from smoke or smell. The tank is made of heavy gauge brass, reinforced, and fitted with automatic brass pump which quickly supplies the required air pressure. The burner is made of special metal and is durable and economical. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

PEERLESS
Lawn Fencing

is the finish, the last word to beautify, protect and to enhance the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers, and prevents trespassing. It is built of open hearth steel wire, galvanized, and when not otherwise ordered, we paint all fencing with a coat of high grade white or green paint. It looks well and lasts long. **Send for Catalog** of many designs, also Farm and Poultry Fencing. A complete line for all purposes.

THE BANWELL-HOXIE WIRE FENCE CO.
Hamilton, Ont.
Winnipeg, Man.



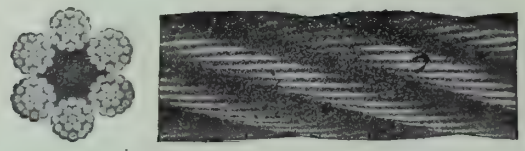
Satisfying to Use or to Sell

Every sale of this B. & C. Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

Guaranteed. B. & C. Quality sells it. Write for prices.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

Made in Scotland.

TRADE MARK
"MORRISCA"

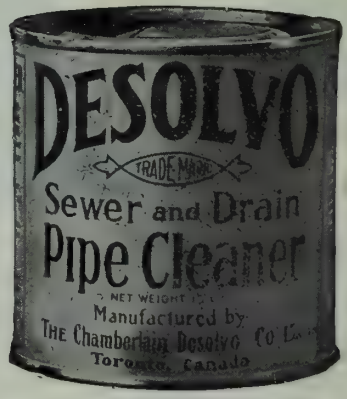
Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN



DESOLVO
Pipe Cleaner

Desolvo sewer and drain pipe cleaner will clear clogged and frozen pipes safely. Increase your Spring business. Desolvo sells itself.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives:
Richardson & Bureau,
55 St. Francis Xavier St.,
Montreal, Que.

Ontario Representative:
L. F. Mayne, 99 Quebec St.,
Toronto.

Western Representative:
N. D. McPhail & Co.,
1329 Standard Bank Bldg.,
Vancouver, B.C.

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NORTHLAND SKI MANUFACTURING CO.

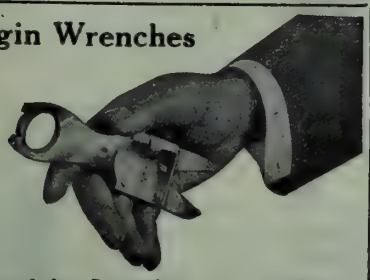
SKI, TOBOGGANS, SNOWSHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

Order now for next season. ***Write for catalog and Price List.***

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.

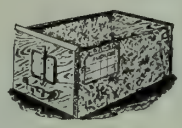
Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.



Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures.

Cameron & Co.

74 Logan Avenue **Toronto, Ont.**

OWL BABBITT METALS

Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.

OWL METAL COMPANY WINNIPEG

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

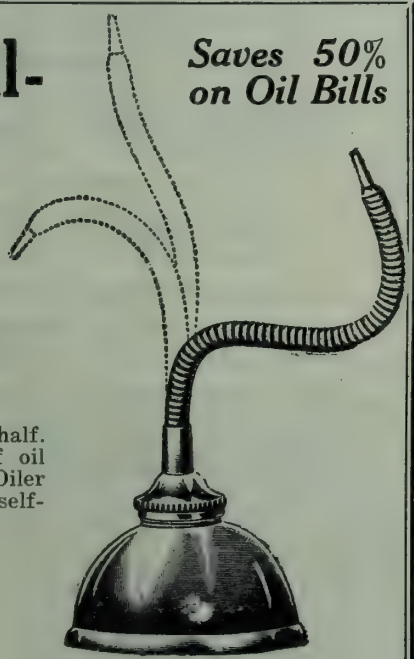
bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

The All-Way Oiler

Saves 50% on Oil Bills

Eliminates Spilling

and cuts oil bills in half. There is no waste of oil when an All-Way Oiler is used. The flexible, self-cleaning spout can be bent to reach difficult places. Made of copper - plated steel in different sizes. Ask about the All-Way Oil Gun, Combination Funnel and Filler, and R. R. Oiler.



General Purpose Oiler
Made with steel spring bottom in three sizes No. 1, 1-3 pint; No. 2, ½ pint, and No. 3, 1 pint. 7" spout to each.

The All-Way Oiler Mfg. Company
196 King St. W. - Toronto, Ont.

If It's
GREAT WESTERN
SOLDER - LEAD - BABBITT METAL
It's Good

Made In Canada
Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Chamber of Commerce Bldg., Winnipeg, Man.

A. G. Low Co., Saskatoon Sask.

For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.

The Long Distance 'Phone

will reach us at any time. If you're stuck, give us a call and we will be only too pleased to help you out. We carry a full line of building materials, tile, marble terrazzo, mantels, fireplace fittings, etc. Prompt deliveries.

Our travellers cover Western Ontario and Niagara Peninsula.

KENT-GARVIN COMPANY, LIMITED
HAMILTON

CRANE FLANGED FITTINGS

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST PATRICK ST
MONTREAL

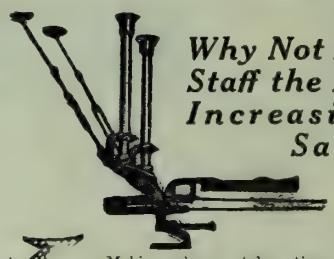
BRANCHES: Toronto, Winnipeg, Vancouver.
SALES OFFICES: Halifax, Quebec, Ottawa, Calgary.

Maple Leaf Belt Dressing

New Life

for the old belt. Will increase the service power at the same time; eliminates slipping. That's why you have good sales with it.

Dominion Belting Company, Limited
Hamilton Canada



Why Not Allow Your Staff the Privilege of Increasing Your Sales?

Making change takes time that might be used to better advantage in the selling of more goods. And, too, it diverts the salesman's mind from his real business.

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Hamilton Gas and Gasoline Mantles

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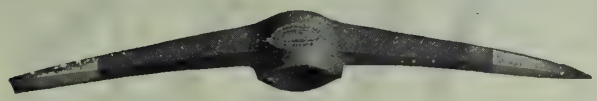

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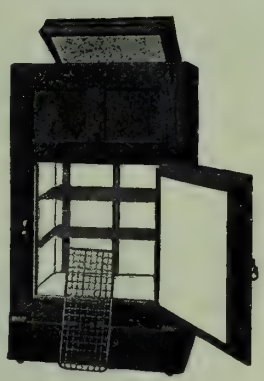

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HEAVY & SHELF

METALS

ALL DESCRIPTIONS

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Estab'd 114 Years

WOLVERHAMPTON, ENGLAND

Representatives: Harry F. Moulden & Son, Winnipeg, Man.

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WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

SALESMAN WANTED AT ONCE

Young man with general hardware experience, good penman, and steady habits.

This is an exceptional opportunity for man with selling ability, to travel for Manufacturers' Agent representing leading Canadian and American factories and calling on Wholesale Hardware Trade exclusively.

State age and experience in own handwriting.

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FOR SALE—GOOD LIVE ONTARIO BUSINESS, established 20 years, splendid location, town on St. Lawrence River. Owner retiring on account of other interests. Present turnover about thirty-five thousand yearly and can be greatly increased. Box 119, Hardware and Metal, Toronto.

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Hardware lines wanted for Western Canada. Satisfactory representation and prompt service guaranteed. Manitoba Supply Co., 400-1 Electric Railway Chambers, Winnipeg.

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ON THIS PAGE. ARE
YOU MAKING
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THEM

Cannon Oilers

Easy Seller Because—

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Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

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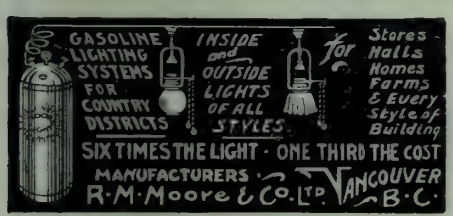
THE GREB CO., 218 State St., BOSTON



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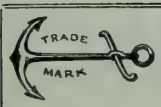

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We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

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GUELPH, ONTARIO

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Largely used by Mines, Paper Mills, and Industrial Plants where a good all round Babbitt is required.

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"Turns Waste into Profit"
12 SIZES
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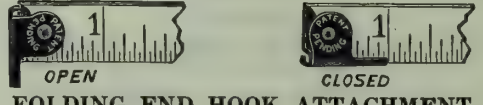

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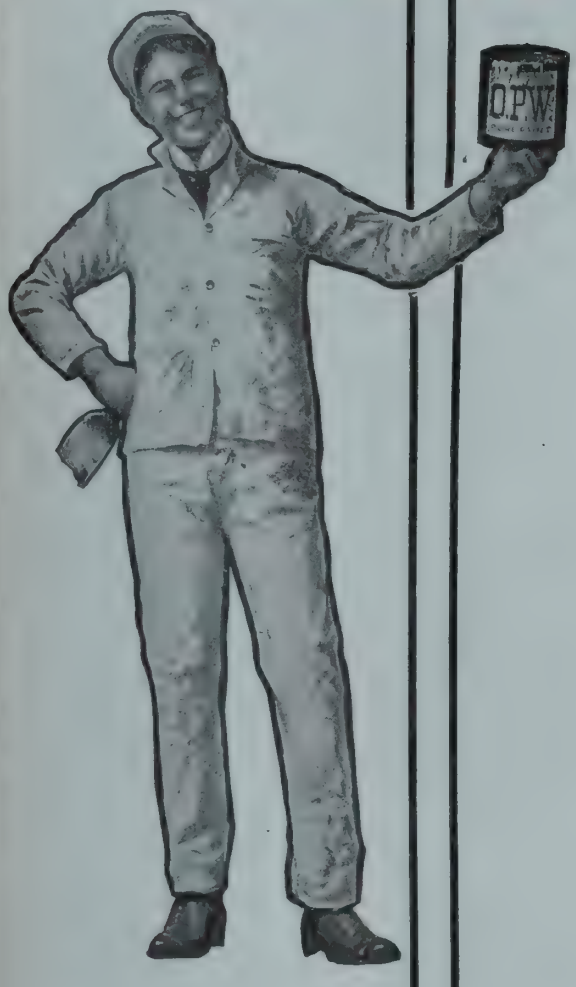

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SHURLY & DERRETT

LIMITED

1080 Bloor Street West

TORONTO

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA

Vol. XXXII. No. 33 AUGUST 14, 1920

FILE FILE COPY

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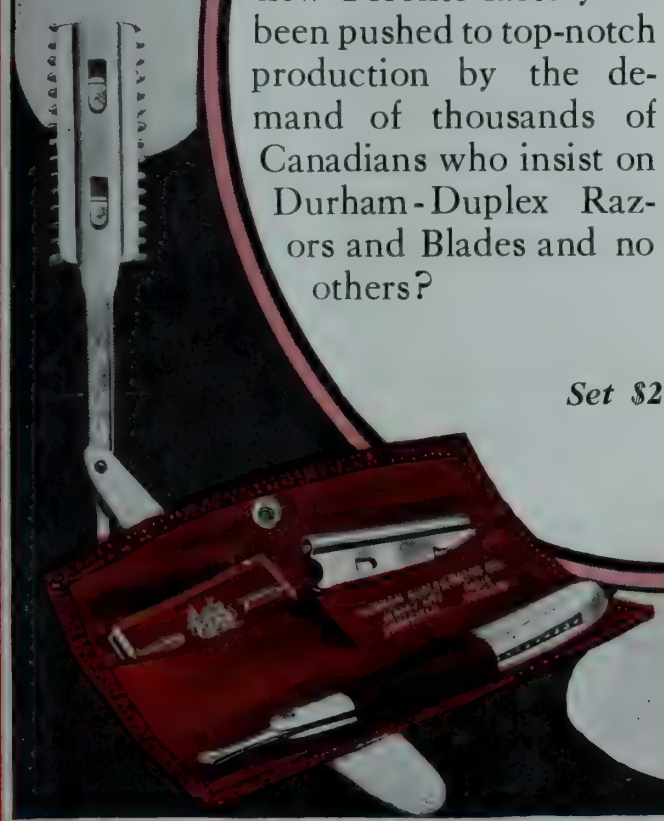

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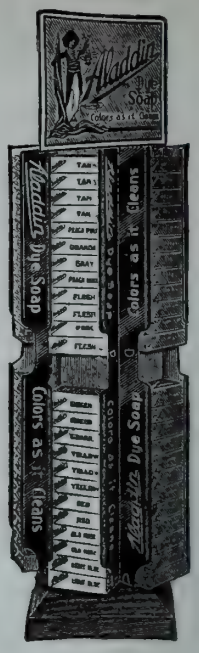
A Real Razor-made Safe

DURHAM-DUPLEX RAZOR CO., Ltd.
50 PEARL ST., TORONTO
FACTORIES: TORONTO, CANADA. JERSEY CITY, U.S.A.
SHEFFIELD, ENGLAND - PARIS, FRANCE

Aladdin Dye Soap



ALADDIN is the magic color-maker which will wash and dye, at the same time, any fabric that water will not injure—from finest silks to coarsest cottons and cotton mixtures.

ALADDIN is as reliable as a perfect Dye Soap, as O-Cedar is dependable as a brilliant floor and furniture polish. The excellence of both is guaranteed by the makers of O-Cedar Polish.

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Name your jobber when ordering.

Channell Chemical Co., Limited, Toronto

Distributors of Aladdin Dye Soap **Makers of O-Cedar Products**

HARDWARE AND METAL, August 14, 1920. Volume XXXII., No. 33. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

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SAMSON
(TRADE MARK REGISTERED)
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H.S.HOWLAND SONS & CO.
LIMITED
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SAMSON ROOFING

H. S. Howland, Sons & Co., Limited
TORONTO

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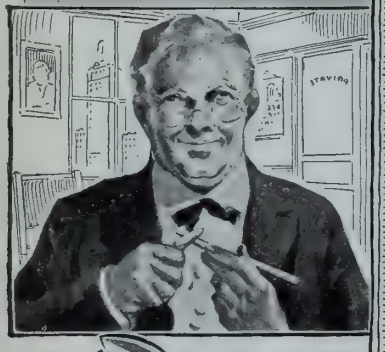
CUTLERY

Cuts A Big Figure In Getting And Holding Trade

When two boys swap knives "sight unseen" each hopes to get the better of the bargain. Neither is willing to subject his knife to scrutiny lest he be worsted in the deal.

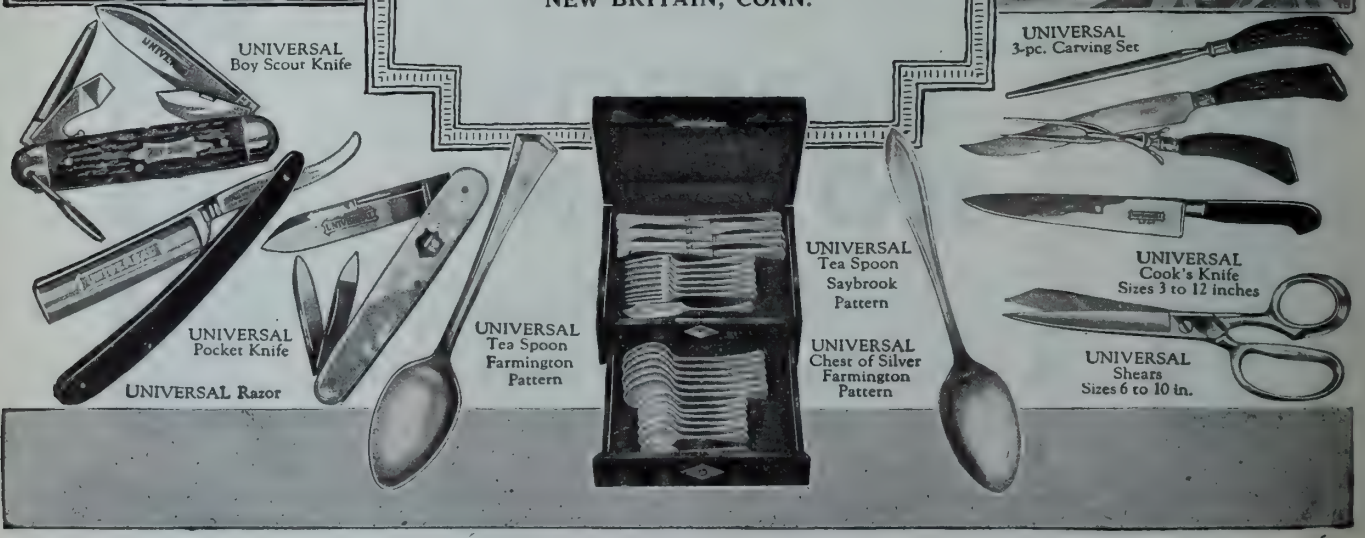
There is no "sight unseen" element between the buyer and seller of Universal Cutlery. Neither has desire, nor is it possible to take advantage of the other. One has the goods—the other the money. It is an open visible exchange of **value** for **value.** One gets what he expects in quality the other what he is honestly entitled to in profit.

Cutlery that cuts a big figure in business is keen to please trade. "Universal" is that kind. It is the line for every person, purpose and purse.



Canadian Representative:
Montreal **A. MACFARLANE & CO., LTD.** Quebec

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.



If interested tear out this page and place with letters to be answered.

Hatch
Garage Door Outfits

Exceptionally easy to apply and have full directions packed with each set. Slamming or sagging of the doors is impossible; nor can snow and ice interfere with their working easily and reliably.

The Hatch Garage Door Outfit is rich in selling points and easily closes the sales. Its performance is so reliable and satisfactory to the user that sales of Hatch Garage Door Outfits lead to more future sales and permanent business.

With the present oversold condition of the automotive industry, the Hardware Dealer in Garage Hardware has a splendid outlook for the future.

Canada Steel Goods Co., Limited

Hamilton, Canada

The Set Includes

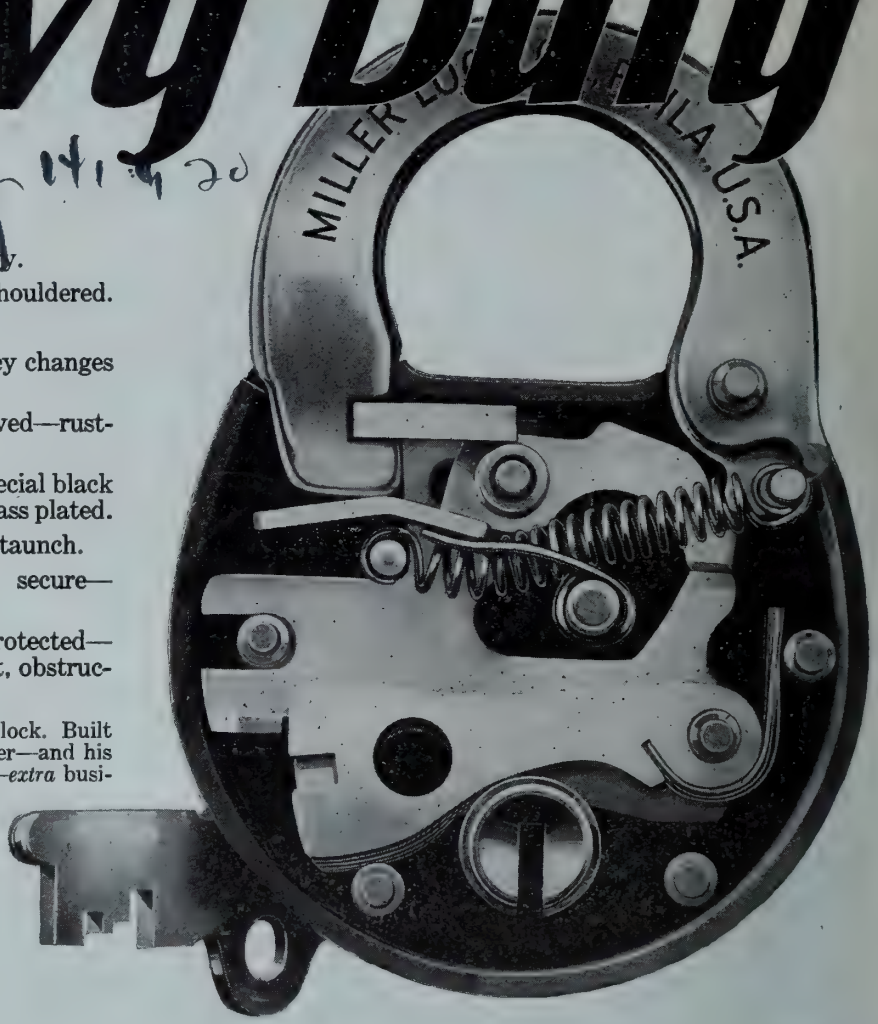
- 3 Special Swivel Door Rollers.
- 22 Feet of Track.
- 3 Pairs Special Garage Door Hinges.
- 3 Stay Rollers (floor guides).
- 2 Extra heavy Garage Door Handles.
- 1 Safety Hasp (for fastening doors outside)
- 1 Hook and Eye (for hooking back swinging section inside).

The track comes in separate bundles—two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

If interested tear out this page and place with letters to be answered.

Heavy Duty

1. The Steel Case is *extra* thick.
2. The Malleable Shackle is *extra* heavy.
3. The Rivets are *extra* stout—and shouldered.
4. The Bolt is *extra* strong.
5. The Levers are *extra* secure—144 key changes (or more).
6. The Interior Parts are *extra* long-lived—rustless all-brass.
7. The Finish is *extra* durable—case special black rust-proof, inside and out; shackle brass plated.
8. The Steel Nickeled Keys are *extra* staunch.
9. The Locking Mechanism is *extra* secure—shackle locks at heel as well as nose.
10. The Shackle Opening is *extra* protected—special patented device makes it dirt, obstruction and tamper proof.



Yes, sir! The MILLER Heavy Duty is a *super* padlock. Built for *extra* severe usage, *extra* service to the customer—and his *extra* appreciation in return. It means *extra* value—*extra* business—extra *profits*—*extra* satisfaction all around.

And, selling the MILLER Heavy Duty offers the romance of a "war record" that is as interesting as its "extra" features of construction. Hardly a branch of the war's activities that the MILLER Heavy Duty did not serve.

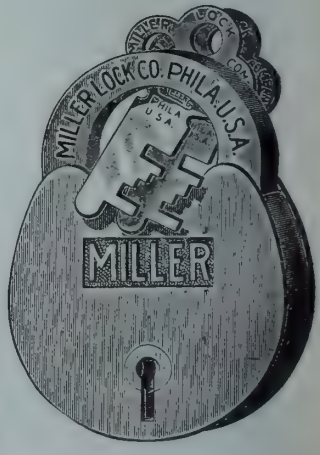
Precisely the kind of padlock people want to rely on today.

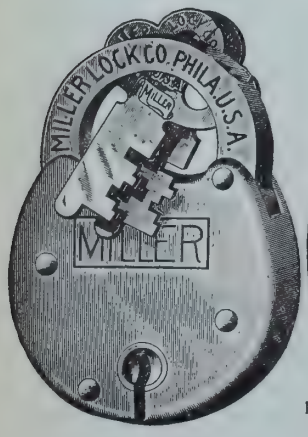
Or perhaps you prefer this mounted - ready - for - display 1¼-dozen assortment No. 920—7 Steel and 8 Bronze in the three sizes shown below. Your jobber can supply you. The attractive green enameled steel display panel can be hinged (right or left) to wall, door or window frame, showcase, shelving, pillar, etc.; or suspended from nail or hook.

Sold through

Caverhill, Learmont & Co.

Montreal





No. 850
1¾ in.

No. 650
2 in.

No. 450
2½ in.

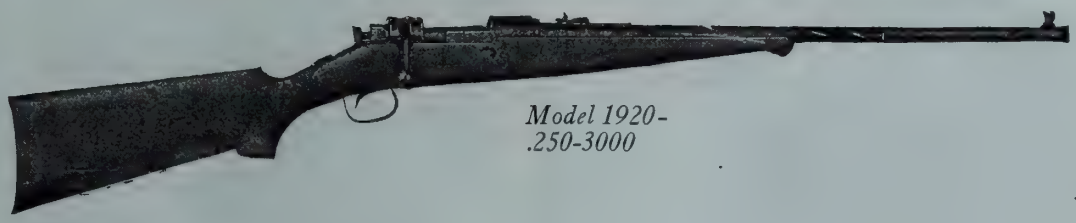
ALSO IN BRONZE

Nos. 817, 617 and 417 are all of the same general pattern as described above—except that case and shackle are of polished *Cast Bronze*. One of the handsomest and most durable padlock styles ever produced. ***Retail Prices*** (East of Rockies),

If interested, tear out this page and keep with letters to be answered.

SAVAGE

THE HUNTING SEASON



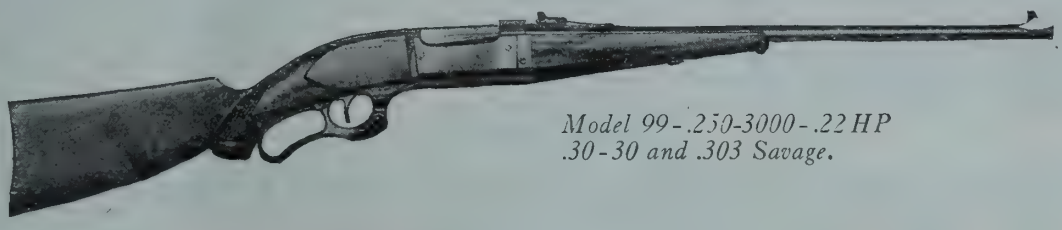
Model 1920-
.250-3000

HAVE you made ready for the hunting season? The first cool crisp autumn mornings will make your customers think of the woods. They know the charm of the camp-fire and the lure of the trail.

Have you in stock a full line of Savage Rifles to meet their needs?

Prompt orders now will bring prompt shipments.

PREPARE FOR THE BIG HUNTING SEASON OF 1920



Model 99-.250-3000-.22 HP
.30-30 and .303 Savage.

SAVAGE ARMS CORPORATION

SHARON, PA. *UTICA, N.Y.* *CHICOPEE FALLS, MASS.*

Executive and Export Offices, 50 Church Street, N.Y.C.

Owners and Operators of the

J. Stevens Arms Co., Chicopee Falls, Mass.

If interested, tear out this page and keep with letters to be answered.

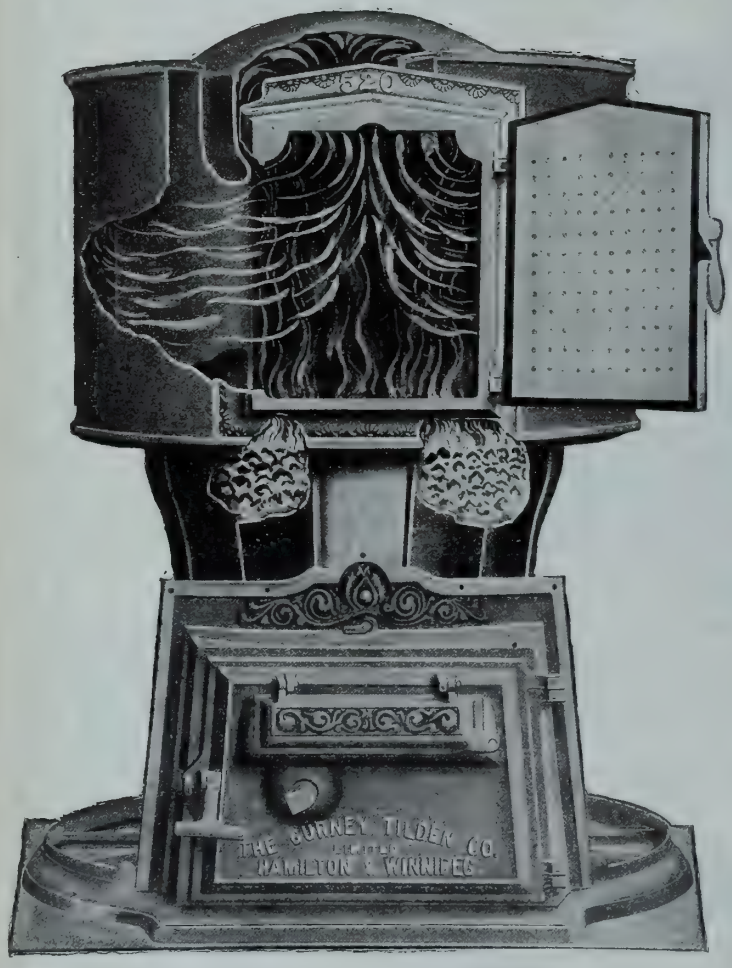
NEW IDEA

WARM AIR FURNACE

The Best Furnace Ever Made

FULLY GUARANTEED

BURNS COAL OR WOOD



A few of its many qualities

1. Has more heating surface than any other furnace. The large, roomy ash-pit prevents the ashes from banking up and burning out the grates.

2. The New Idea has a heavy flanged cast fire-pot which is guaranteed for five years.

3. Ball Bearings Duplex Grate, so simple in construction that a child can operate it. The Duplex grate enables one to dump ashes and clinkers easily and with no waste of live coals.

Further information upon request. Write for our new catalogue which describes and illustrates all of our furnaces, stoves, ranges and Builders Hardware.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives :
Mr. W. G. CHESTER, Hamilton St., Vancouver
Mr. F. C. MOORE, 143½ Higgins Ave., Winnipeg

If interested tear out this page and place with letters to be answered.

WILT

HIGH SPEED AND CARBON TWIST DRILLS REAMERS AND MILLING CUTTERS

"Where there's a WILT-there's the Way"

SALES!

You can be sure of satisfactory sales with **WILT High Speed and Carbon Twist Drills, Reamers and Cutters.**

They are made by the most skilful workmen and only the highest grade materials obtainable are used in their construction.

We can now supply you a complete line of **specially designed Reamers** for Ford cars. All high-class tools backed by the Quality name—WILT. It's profitable to sell WILT Products.

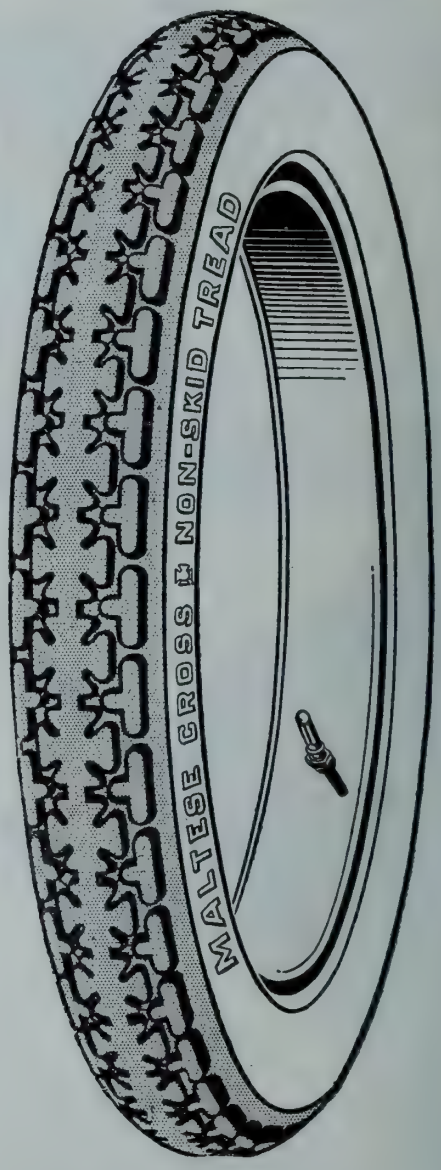
WILT TWIST DRILL CO.

Walkerville **OF CANADA, LIMITED** **Ontario**

Call and See Our Exhibit

at the Toronto Exhibition

We want every garage man or motor accessory dealer, whether he is handling our tires or not, to make our exhibit his Headquarters while at the Exhibition. Come in and have a chair while you are waiting for your friends—we want you to feel at home there and to make it a meeting place.



"GUTTA PERCHA" TIRES

have been big sellers for many years. Better tires and bigger advertising are going to increase sales — get your share of this profitable business.

Arrange to Meet Your Friends at our Booth

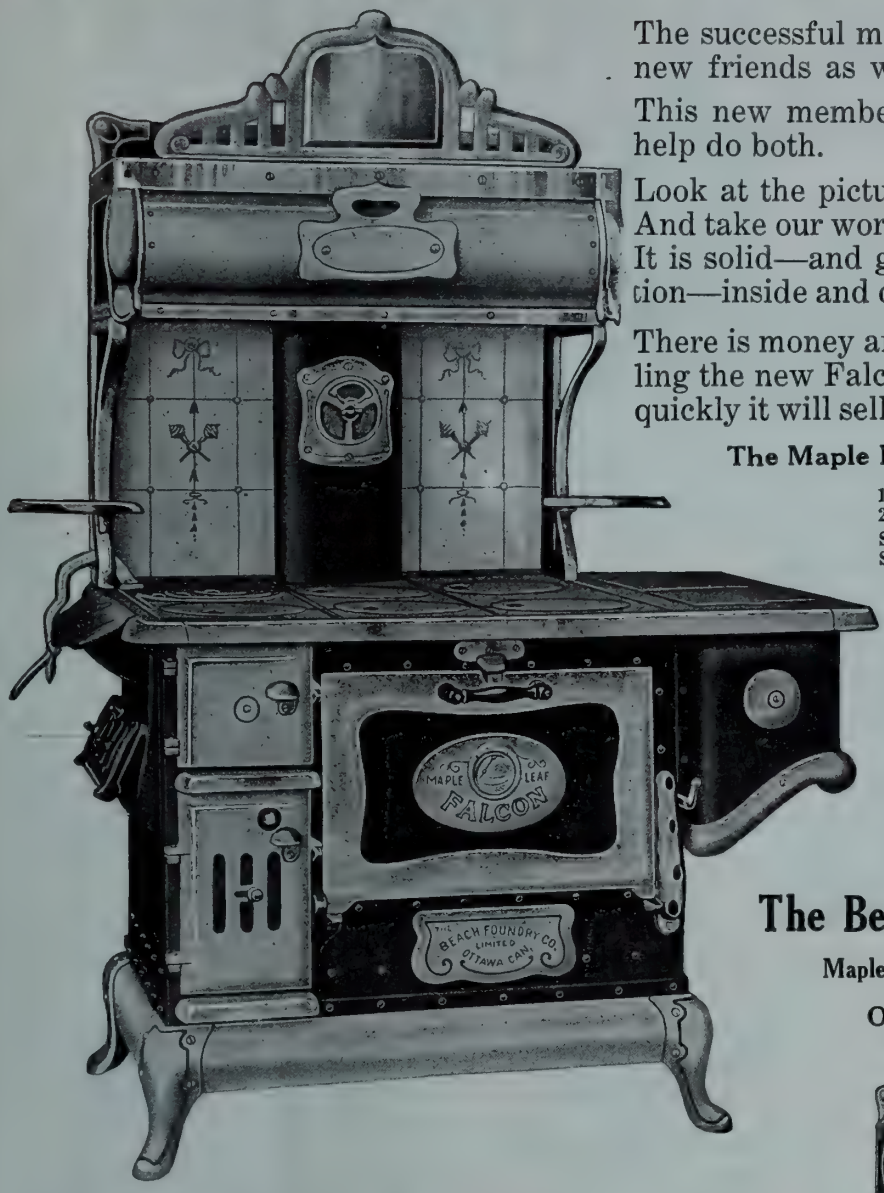
Gutta Percha & Rubber, Limited

Head Offices and Factory: TORONTO

BRANCHES: HALIFAX, MONTREAL, OTTAWA, FORT WILLIAM, WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE, VANCOUVER, VICTORIA

If interested, tear out this page and keep with letters to be answered.

A New Range That Will Make Friends



The successful merchant must continually make new friends as well as keep the old ones.

This new member of the Maple Leaf line will help do both.

Look at the picture! Isn't the range a beauty? And take our word for it—it's as good as it looks. It is solid—and genuine—and will bear inspection—inside and out.

There is money and satisfaction for you in handling the new Falcon. Send for one and see how quickly it will sell.

The Maple Leaf Falcon is made in two sizes

18" oven 18 x 19 x 12½
20" oven 20 x 19 x 12½
Size of top for 18" 43½ x 27
Size of top for 20" 45 x 27.

HAVE YOU OUR FULL LISTS AND PRICES OF STOVES AND RANGES? SHALL WE SEND THEM TO YOU?

The Beach Foundry Co., Ltd.

Maple Leaf Ranges, Stoves and Heaters

OTTAWA CANADA

Details of the New Falcon

Design—Smooth, nickel castings, free from heavy carving, well proportioned, heavily nickelled.

Body—Made of heavy planished steel and all parts coming in contact with extreme heat are protected by asbestos and reinforced by cast iron.

Firebox—Made in latest and most approved style, carefully proportioned according to size of top, oven and flue spaces in order to give the best results. The fireback is sectional and linings are perpendicular and well ventilated. Grates, suitable for coal or wood, are of the famous duplex type, with improved holders for cogs, or if wood only is required, special wood grate may be supplied. Grates may be removed without the use of tools and without disturbing the firebox linings. Burns 24½" wood.

The Oven—Made of heavy sheet steel. Bottom is braced with heavy cast iron supports, preventing warping or buckling, and top is made of a double thickness of steel with heavy asbestos interlining.

The Oven Door—Is of improved balanced spring type, equipped with thermometer for registering the degrees of heat, and with non-heating handle. Door is held shut by spring catch.

The Direct Draft Damper—Of the sliding type, designed to get full control of the heat units.

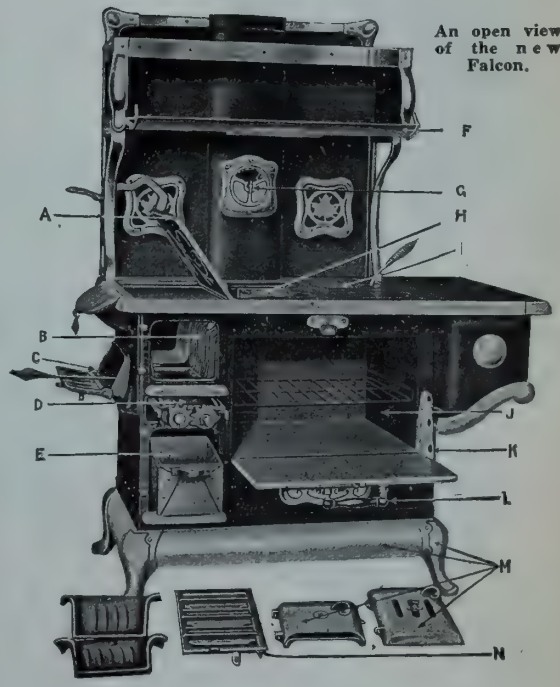
The Top—Is of the sectional or key plate type—the sections, centres and covers being heavily ribbed. Reducing cover is supplied with each range. Front section is fitted with high lift, making it convenient for broiling or adding fuel to the fire.

The Upper Front—Made of all cast iron and fitted with pouch feed door and with combination draft and poker door.

The Reservoir—Made of heavy tinned copper.

The Base—Of sanitary type made high to allow sweeping underneath.

The Warming Closet—Very large and fitted with combination check draft. Made in various styles.



An open view of the new Falcon.

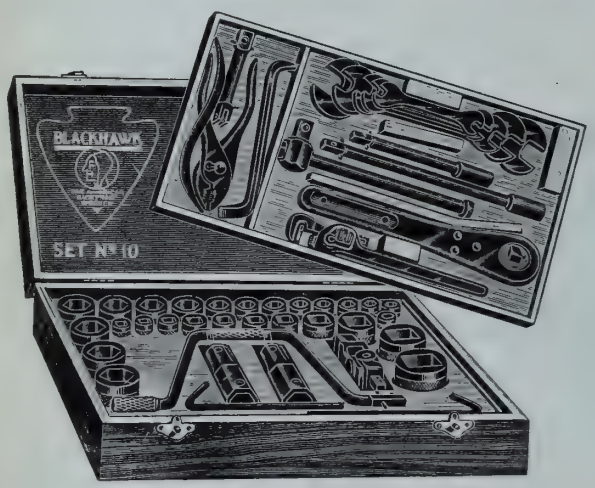
If interested, tear out this page and keep with letters to be answered.

BLACKHAWK

QUALITY SERVICE FINISH

RUST-PROOF WRENCHES

A-1



Combination Set No. 10

BLACKHAWK WRENCHES are carefully designed and constructed, being machine turned to insure accurate fit. They give that better service appreciated by car owners and garage men, which in turn means more sales for jobbers and dealers.
The Blackhawk line includes a wrench for every need, each tool made of dependable materials, finished by the Parker rust-proof process and guaranteed.
Sell wrenches by name. Get your trade to call for "Blackhawk." It pays.

Write for catalog and prices.

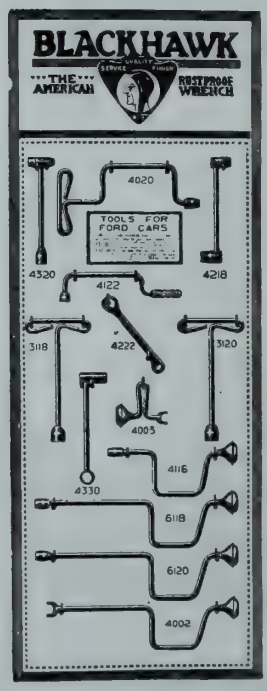
Manufacturers: We make wrenches according to specification.

AMERICAN GRINDER MFG. CO.
MILWAUKEE, WIS.

Canadian Sales Agents:
A. H. FRASER & CO., 501 Confederation Life Bldg., Winnipeg, Man.

Combination Set No. 8

Combination Set No. 4



Display Board No. 400 for Fords

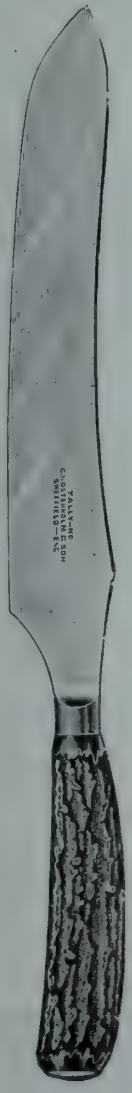
Combination Set No. 6

Combination Set No. 2

If interested tear out this page and place with letters to be answered.

I·XL CASE CARVERS I·XL

No. 3748B



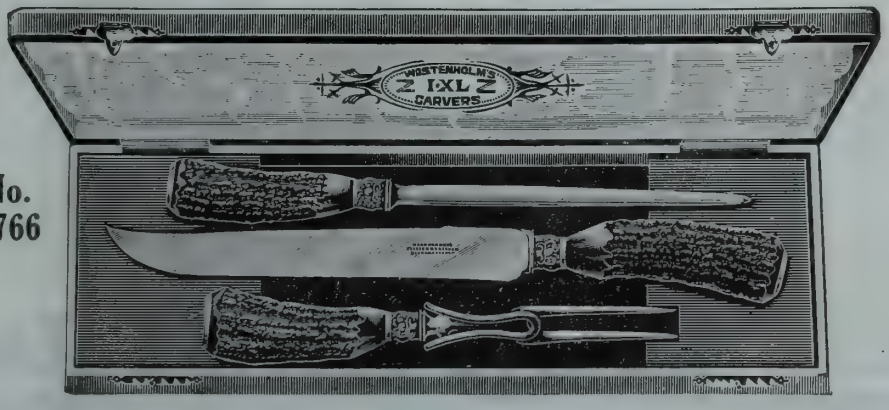
Geo. Wostenholm & Son, Ltd.

SHEFFIELD - ENGLAND

have made substantial shipments of case carvers throughout Canada to all the leading jobbing houses, and would urge the retailer to now take advantage of this stock to cover their holiday requirements.

Our patterns are distinctive and quality is our password, every knife must pass through a most rigid inspection before leaving our factory. The cases are of the best to be had in Sheffield and our wide range of patterns make the I-XL line a most desirable display.

I-XL GUARANTEED CUTLERY I-XL



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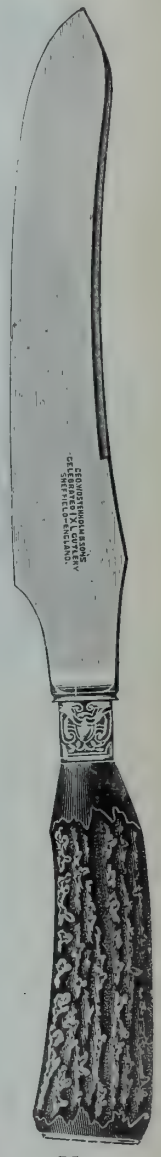


No. 3737

No. 5400

A. MACFARLANE & CO., Ltd.
Montreal - Que.
SOLE AGENTS FOR CANADA

If interested tear out this page and place with letters to be answered.

A Message from the man who makes the Stars

N August 15, our company which has manufactured Star Hack Saws from the beginning will change its selling policy and market its own blades. The double-page Saturday Evening Post advertisement of August 21 reproduced in miniature on the opposite page will announce this change to Star Hack Saw users.

This new service is, I believe, one of the most important steps ever taken by the organization over which I have the honor to preside. Since 1883 we have been making Star Hack Saw Blades of a quality that has made the green box of Star Saws famous wherever hardware or mill supplies are sold.

No matter how small or remote the store, you are almost sure to find Star Saws there—often the only hack saw carried. It is the famous old brand in hack saws that has stood out in front for 37 years.

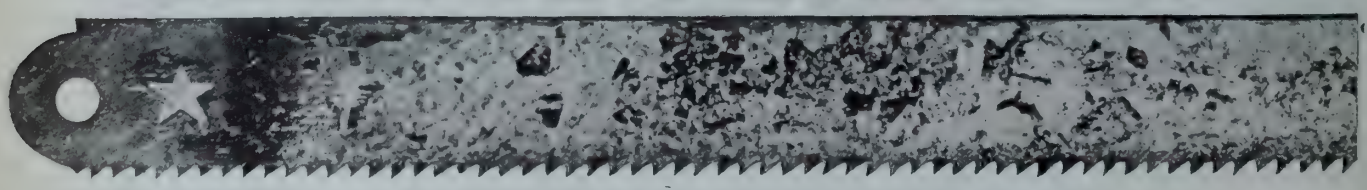
There is no need here to recount the price paid for this leadership in a lifetime of metallurgical research and machine invention, concentrated on hack saws alone—in the development of a highly organized plant with special Star Hack Saw manufacturing methods from one end to the other.

The important thing now is that to this better Star Saw we are now adding a better Star Service by selling Star blades ourselves from the factory that makes them. This change is of vital interest to you and every other customer of Star blades, for it makes Star results doubly sure in the users' hands.

After August 15, 1920, send your orders for Star blades to this office if you order direct, or be sure to specify "Star" on your jobber orders. We invite correspondence and service suggestions from the trade on any subject connected with Star Saws. I will see to it personally that they receive every attention.

Geo. N. Clemson *President*

CLEMSON BROS. INC.



If interested, tear out this page and keep with letters to be answered.

Star national advertising is well known. And it has made the leadership of Star Hack Saws still more emphatically apparent. By a substantial margin Star Hack Saws are the largest selling hack saws and our advertising is increasing this demand still further and making them more and more profitable for you to handle.

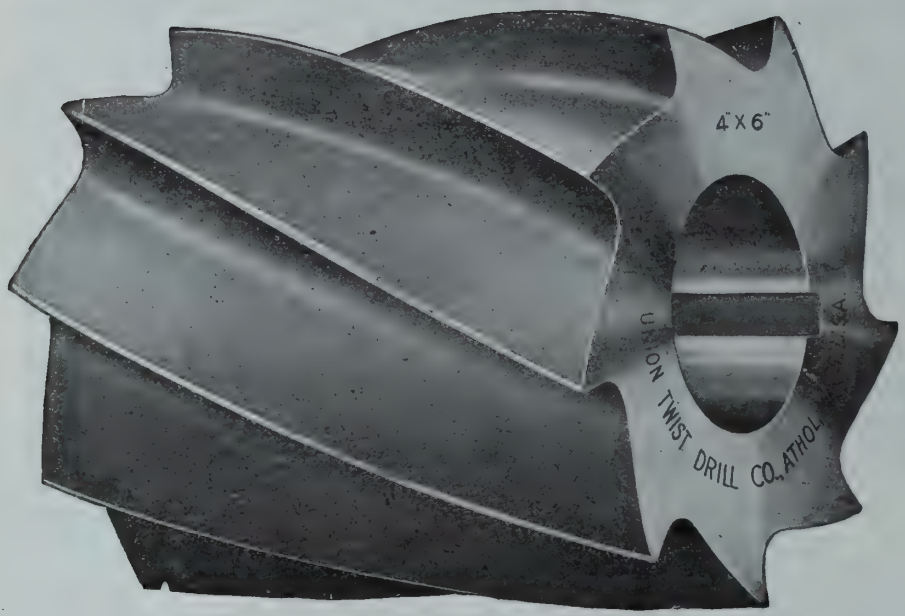
Our plans for 1921 will continue our advertising policy on a larger broader scale than ever before which is your guarantee of the continued and increasing demand for this famous old brand of hack saws.

Clemson Bros. Inc., Middletown, N.Y.

STAR HACK SAW BLADES

If interested, tear out this page and keep with letters to be answered.

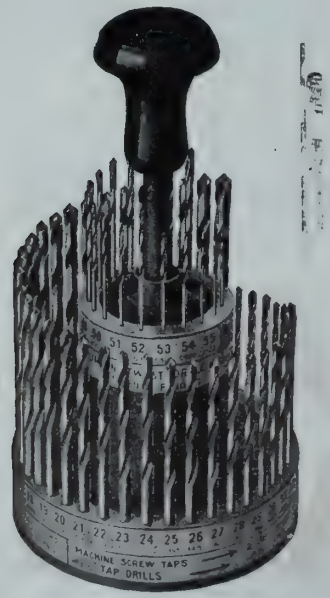
BUTTERFIELD



Accuracy

Reliability

Fast Cutting with
Less Toolmaker's Time
Well-Known Good Sales
in the Merchant's Store



Tool Buyers Seek Your Store

The proved efficiency of Butterfield Tools and their well-known effect of increasing output has made them desired and sought by expert tool buyers and others.

Do these men find your store ?

A good representative display of Butterfield's, that can be seen from the street, stops buyers and brings you business that might have passed your store.
Display them well—it pays you in sales.

Butterfield & Co., Division
Union Twist Drill Co.
Rock Island Quebec

Foreign Representatives : Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephenson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.

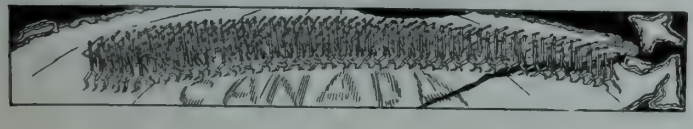
BUTTERFIELD

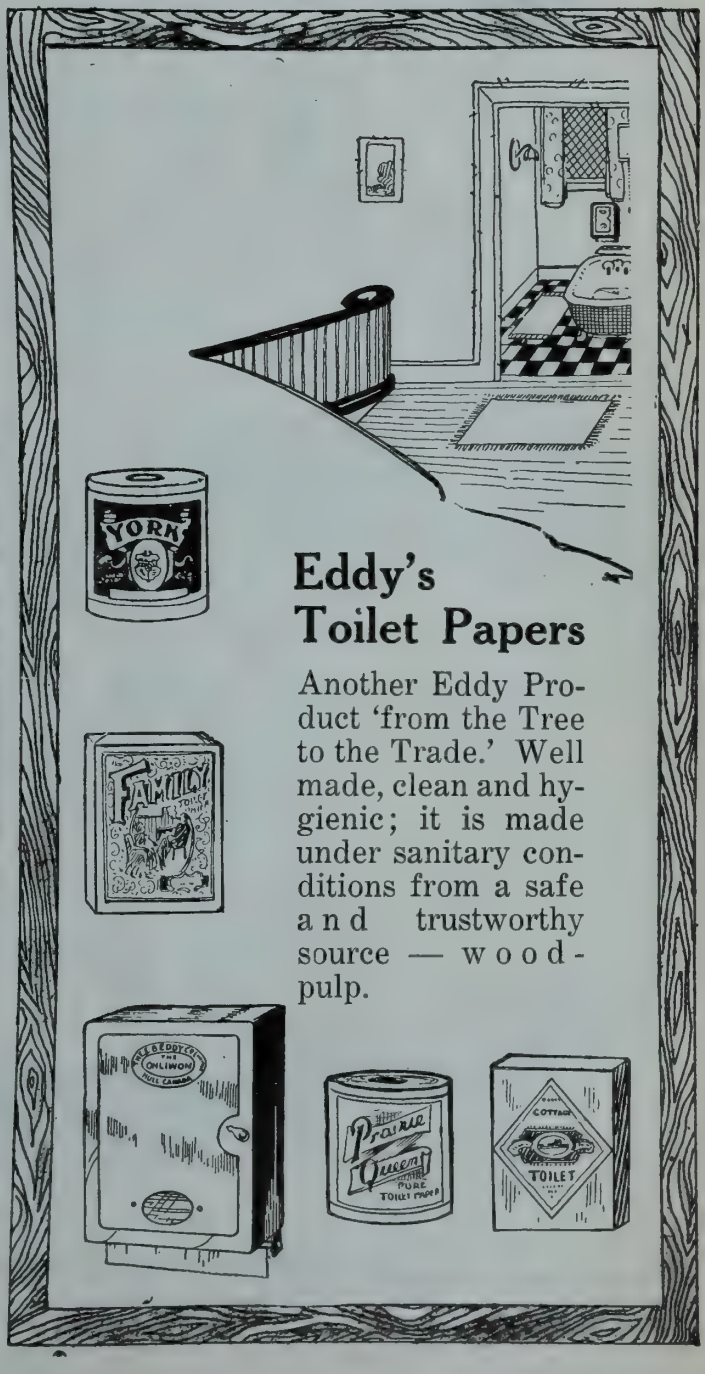
If interested tear out this page and place with letters to be answered.

Story for Week Dated August 14th, 1920. **Being No. 18 in the Series**

Rafting The Lumber To The Eddy Plant

An important movable unit in the Eddy plant is the steamer "Mud-pout" seen in the illustration above. It is the business of the "Mud-pout" to take care of the logs that come down the Rouge River to Calumet, and assemble them into cribs. The steamer is built especially for the purpose, sturdy and powerful, capable of bunching the logs together compactly by engine-power, and of towing from 18 to 24 cribs of them in one haul from Calumet to the wharves at the Eddy plant, Hull where the photograph reproduced above was taken. The logs are mostly of spruce for making pulp and paper, but some poplar is included. The poplar can be used for making matches, and also for paper-making. The long logs you see in the picture are spruce.





Eddy's Toilet Papers

Another Eddy Product 'from the Tree to the Trade.' Well made, clean and hygienic; it is made under sanitary conditions from a safe and trustworthy source — wood-pulp.

A Message of Opportunity to You

Outstanding Sales Ideas Occur But Once in A Generation—

BlueBird

is ONE

AS you read this announcement BlueBird Electric Clothes Washers are actually being made in Brantford—not "assembled" or "painted" in Brantford, but MANUFACTURED IN BRANTFORD from the ground up, in a modern and fully-equipped factory—an all-Canadian product, made by Canadians for Canadians and citizens of the British Empire, and financed entirely by Canadian capital. In point of material, design, workmanship, and finish it is a peerless product, fit to carry the prestige of Canadian craftsmanship to the four corners of the British Empire and beyond.

Now it is very essential that you, the dealer, should have an appreciation of the important place that electric household appliances hold in the world to-day. The electric washer, particularly, is undoubtedly the most important home appliance yet devised for the saving of time and labor. But the immense sales possibilities for washing machines are only beginning to be appreciated. The growth of this business will be as spectacular and profitable as the expansion of the automobile. Just think what this development means, Mr. Dealer, in sales and revenue to you and the thousands of other dealers in Canada.

One of the strongest "planks" in our sales platform is dealer co-operation. Our policy recognizes the supreme importance of the dealer in merchandising a household appliance. Our sales plan makes it possible for him to secure a maximum of profit for his share in the transaction. By placing the BlueBird Washer in his hands by a direct method we eliminate the necessity for a large and expensive organization to span the space between the manufacturer's plant and the dealer's door. Thus, we effect a readjustment of discounts for which the retail trade has been striving for generations. BlueBird discounts go where they properly belong—to YOU. BlueBird Dealers are going to get co-operation that only stops when BlueBird Washers are in the hands of the ULTIMATE CONSUMER—your customers.

An Invitation

If you cannot visit the home of "BlueBird" in Brantford, at least do not fail to see our exhibit at Toronto, London and Ottawa Exhibitions.

BlueBird Corporation, Limited
Brantford, Canada

The Canadian-Made

Blue ELECTRIC

The BlueBird Electric Clothes Washer

A Supreme Sales Opportunity---and Why

Casing removed to show the construction of the BlueBird Washer

BECAUSE the electric washer is a "specialty," a piece of machinery, it is natural, perhaps, to compare it with such articles as the automobile and the gramophone. But the washing machine must not be classed with these semi-luxuries.

The electric washing machine is a strict necessity. It is the greatest aid to woman's health and happiness that has been devised for a generation at least. When you sell a BlueBird Washer, you sell not a piece of machinery—but happiness, comfort, economy and freedom forever from woman's hardest and most uncongenial task—the washing of clothes.

You, the dealers who will sell BlueBird Washers, should know some of the principles of design and manufacture that make it the outstanding machine of its kind extant.

The BlueBird Electric Clothes Washer operates on the "oscillating" principle, which has proved in actual test to be the most effective principle in removing dirt from clothes with practically no wear to the most delicate fabrics.

WORKMANSHIP.—We are prepared to say without reservation, that the workmanship of the BlueBird Washer is of a higher and more perfect standard than has heretofore been reached in the manufacture of any washer made in this or any other country.

MATERIAL.—The material from which the Canadian BlueBird is made is of a strength and quality greatly exceeding any conditions which a washing machine could be called upon to meet. Quality runs through its construction from top to bottom, without exception. The special waterproof motor that drives it, the all-steel wringer, the genuine sheet-copper tub, tin-lined; everything about it radiates quality of the very highest order.

APPEARANCE.—The BlueBird Washer is also a thing of actual beauty. Its lines are sturdy and graceful. It is finished in such a way that it attracts immediately any housewife who sees it, and this, as you know, is a very important "selling point."

You are invited to visit the BlueBird factory. If you can come you will gladly be shown every operation in the making of BlueBird Washers. You will find a plant of sufficient capacity to take care of the constantly increasing stream of orders which will pour in from our dealers in all parts of Canada, for it is our firm intention to systematically develop the washing machine field in Canada, both in co-operation with our dealers, and by nation-wide advertising.

Will you write and ask us for booklet, "Pay Dirt", now on the press, and details of the ***tremendous market in your neighborhood*** *for washing machines, and how we propose to help you develop and cash in on it?*

Bird
CLOTHES WASHER

CANADIAN MADE
FOR CANADIAN TRADE
AT BRANTFORD, CANADA

Starrett Hack Saws

Starrett Tools

are among the chief factors that have made it possible to "Ship by Truck." From the very beginnings of the automotive industry in America, wherever precision was required, skilled mechanics have relied on tools that bore the name of L. S. Starrett.

42-85

Starrett Tools

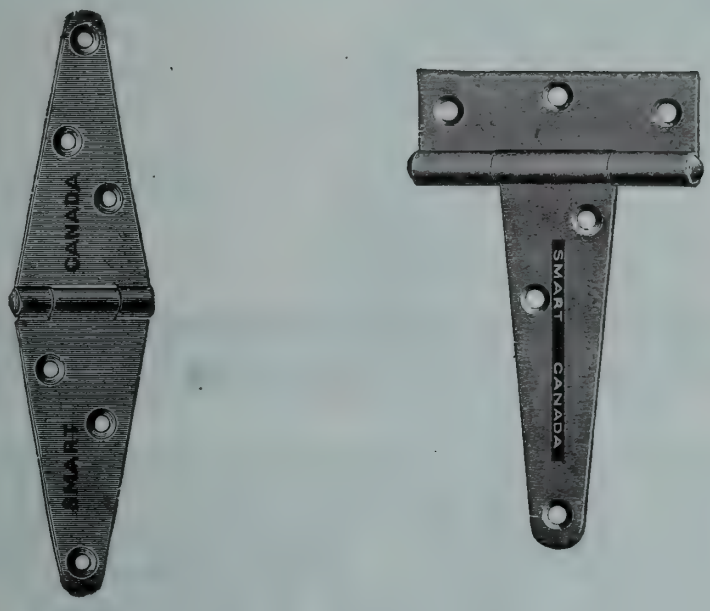
STARRETT TOOLS

STARRETT HACK SAWS CUT QUICKER LAST LONGER

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

HEAVY MEDIUM LIGHT

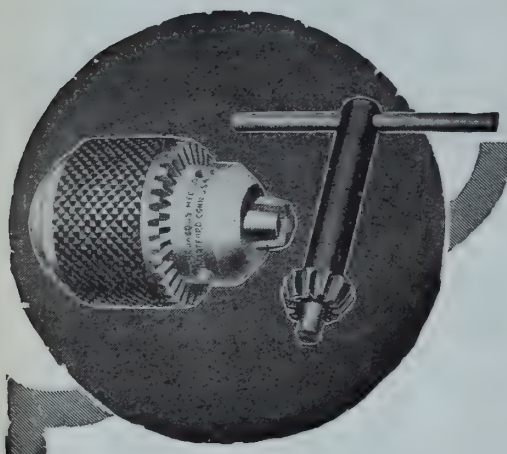


STRAP AND TEE HINGES

Now Shipping From Stock

JAMES SMART PLANT
BROCKVILLE, CANADA

JACOBS CHUCKS



---It's the Way They are Made

Speed, accuracy and grip of Jacobs Chucks are the result of scientific engineering and careful workmanship through every phase of production.

To the drill user this means efficiency, convenience, ease of handling and economy in operation.

When you are selling your customers Jacobs Chucks, you are selling them better drilling. And that's what they are willing to pay for every time.

That's why Canadian hardware dealers handling mill supplies have found Jacobs Chucks a most profitable line.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

WILLIAMS' "AGRIPPA" TOOL HOLDERS

ENTHUSIASM is the lubricant that overcomes friction in production—the use of good tools promotes and encourages Enthusiasm. In this period of insistent demand for the products of manufacture, the importance of anything that tends to increase the output of man or machine, is strongly emphasized.

Williams' Drop-Forged Machinists' Tools are sturdy and dependable—they have made good in quality and in efficiency for nearly half a century. Their reputation is thoroughly established. Ambitious operators welcome an opportunity to use them for "Better tools make better workmen."

Suggest that your customers make an inspection of their equipment *now*. It may indicate where they could obtain increased production, or improved quality, or both, through the lubricant of Enthusiasm, stimulated by the use of Williams' Superior Drop-Forged Machinists' Tools.

Our Machinists' Tools Book will be sent on request.

J. H. WILLIAMS & CO.
"THE DROP-FORGING PEOPLE"

CHICAGO, ILL. 1030 W. 120th St., | BUFFALO, N.Y. 30 Vulcan St., | BROOKLYN, N.Y. 30 Richards St.,

W. BRUCE CAMPBELL, Western Canadian Agent, 30 Confederation Life Bldg., Winnipeg

Cord or Fabric.

About Better Tires

Before you stock any more tires, remember this—

The demand for Partridge Tires has increased over 1,700% in the last two and a half years.

Our extensive plant has been enlarged to over double its former capacity, and is now recognized as one of the most modern and up-to-date factories on the continent, and is in a position to make prompt shipments.

The adjustments on Partridge Tires have been less than one half of one per cent.

Partridge tires have been known to do over 7,000 miles and come up practically as good as new.

Every tire is backed to the limit by us, and we spend a very large sum every year in advertising to help our dealers make sales.

These and other facts allow us to make the statement,—that Partridge Tires have proved their dependability to both dealer and consumer, making quite easy sales for the dealer, giving long wear, free from the annoyance of tire troubles to the consumer.

Never hesitate about recommending Partridge Tires—they meet every claim we make for them.

The F. E. PARTRIDGE RUBBER CO., Ltd.
GUELPH, ONTARIO

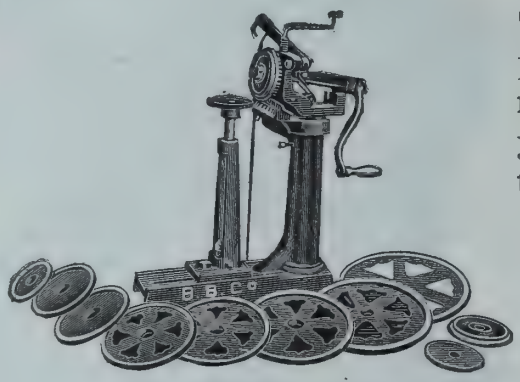
PARTRIDGE TIRES

Game as Their Name

If interested, tear out this page and keep with letters to be answered.

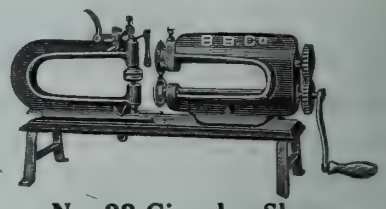
Tools for Production

Light and Heavy Sheet Metal Working Tools



No. 2 Double Seamer

The high labor costs of to-day, demand steady production. Time spent repairing broken-down machinery is time and money lost. Let us send you our new No. 26 Catalogue and show you how to cut expenses.



No. 22 Circular Shear

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

Increasing Appreciation of the Value of Your Organization and Service

The hardwaremen of Canada invariably purchase from concerns with which they are familiar and in whom they have complete confidence.

It is for this reason that the skilled modern advertiser finds the spreading of increased knowledge of the value of his organization and service one of the several productive and profitable ways in which to direct the powerful force of his continuous advertising — his weekly message to the whole hardware trade of Canada through HARDWARE AND METAL, the source to which the trade turns for information of hardware business.

If interested tear out this page and place with letters to be answered.

Alloys to Specification—Phosphor Tin and Copper—Pig Metals, Etc.

BABBITTS

AND OTHER ALLOYS

Alloyed under the **STANLEY PROCESS**

There's a definite pride in alloying with virgin metals! We *know* our alloys (Babbitt or Solder) will go farther —give longer wear—than *scrap-made* products.

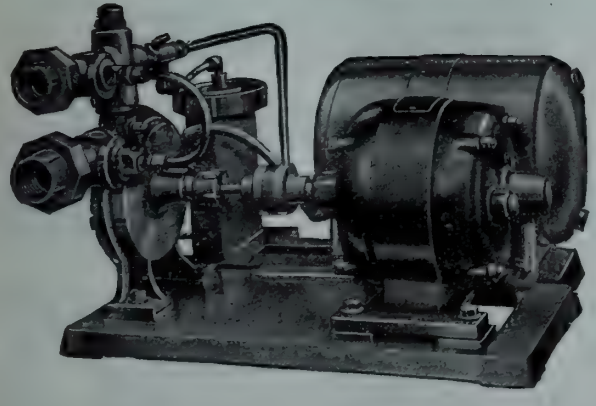
What matter if we must charge a fraction more on occasion! You'll save this many times over in the actual service our alloys render.

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

THE FARMER is Badly in Need of the

Westco

Tankless Water System



See It at Toronto Exhibition

Aggressive salesmen and progressive dealers are always looking for a good selling and profitable line to handle. A splendid place to find good selling lines is the Canadian National Exhibition, Toronto, where almost every modern appliance will be on exhibition. Nowhere in all the grounds will you find an article with greater selling possibilities than the Westco Tankless Water System.

It abounds with selling points, features that are vitally interesting to farmers, suburbanites and rural residents. These are some:

(a) Needs no storage tank; pumps water direct from well to taps.
(b) Low cost to buy, install, maintain and operate.
(c) Entirely automatic; turn tap and pump starts at once; close tap, pump stops.
(d) Runs off farm lighting plant or central station power.
(e) Has no valves, no gears, no belt.
(f) Pump has only one moving part—rarely needs attention.
(g) Pumps from 300 to 500 gallons per hour.
(h) Weighs less than 100 pounds.
(i) Uses less power than electric iron while supplying water to four faucets.

There is a fine field for aggressive salesmen selling the Westco System. Can you afford to ignore the possibilities it holds out? You will find it on exhibition at the west end of the Machinery Hall.

Westco Pumps, Limited

707 Yonge St., Toronto

If interested tear out this page and place with letters to be answered.

YOUR BEST ASSET.

A SATISFIED CUSTOMER.

SELL HIM

P.H. or IMPERIAL FILES,

AND ASSURE HIM

P H

IMPERIAL

The FASTEST CUTTING, LONGEST WEARING and BEST SELLING Files Made in Canada.

Your Jobber Stocks Them.

BE FILE-WISE.

INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Company, Limited, Sole Distributors,
INGERSOLL, ONTARIO.

INGERSOLL

Fig. 117

"McDougall" Well Pumps

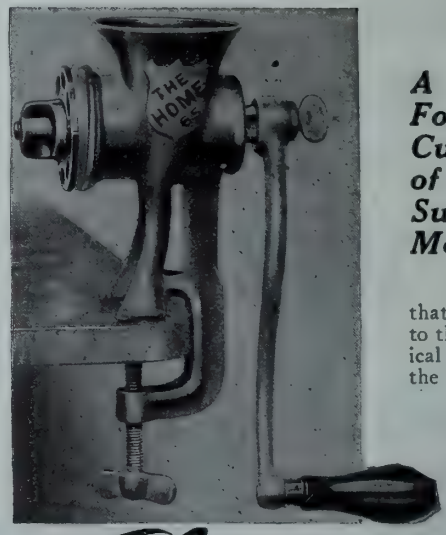
A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada



A Food-Cutter of Superior Merit

that sells easily to the most critical customer—the

Maxwell

"HOME 65"

QUICK—CLEAN—WATER-TIGHT

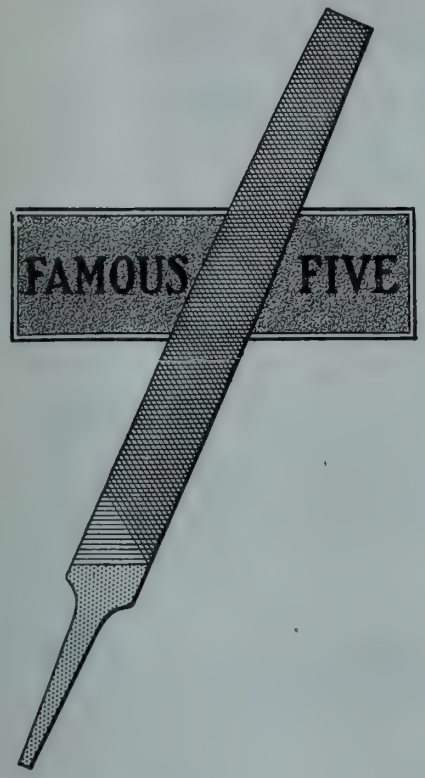
Open-end cylinder makes it easily cleaned.
Cuts any kind of Food.

Home 65: Family Style. Home 55: A Smaller Model
Made in Canada—Superior to any imported

Write for Proposition.

Maxwells Limited, St. Mary's, Ont.

If interested, tear out this page and keep with letters to be answered.



Creating Sales for Famous Five Files

Given an established demand, we are constantly creating new sales for Famous Five Files by aggressive advertising.

The Famous Five Brands are well-known as the standard of file efficiency. By keeping this fact before the file-using public, we are helping the dealer to get new customers.

We also help the dealer by carrying large reserves, so that he may quickly replenish his stock through his jobber.

Get your share of profit on the Famous Five brands. They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO

NOVELTY TOYS—For Children

Strongly made, heavy tin Army Tank with clock-work motor. British Navy Monitor, travels on wheels with clock-work motor, side winding.

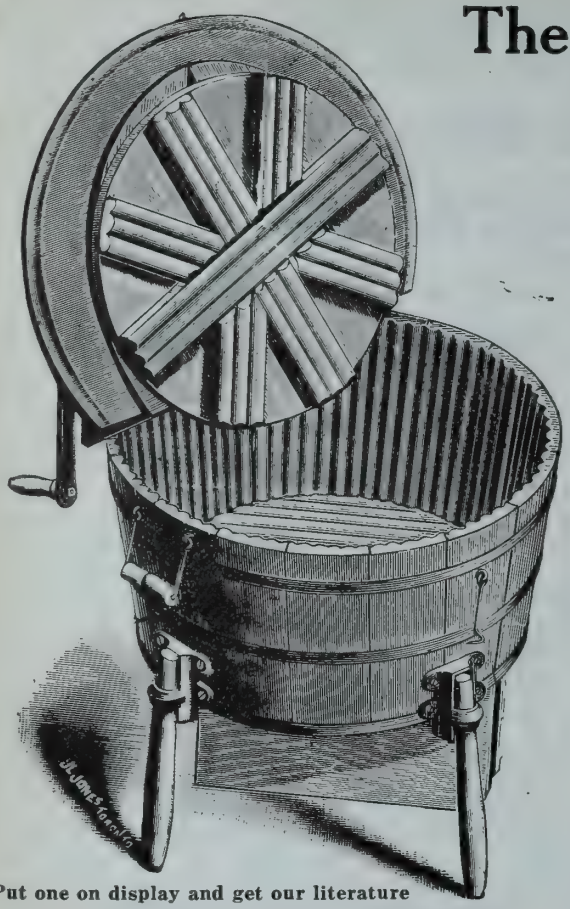
We have several other good lines in Enamelled and Lithographed Toys—Tops, Drums, Banks, Cups and Plates, Tea-sets, etc.

Ask us also about our other products.

The Thos. Davidson Mfg. Co. Limited

Head Office, MONTREAL
Branches: Toronto, Winnipeg
Steel Foundry Division
Lachine Canal, Turcot

DAVIDSON



Put one on display and get our literature

The "STEPHENSON" Washing Machine Sells Readily

It requires but a few moments of your time to explain the merits of the Stephenson Water Power Washing Machine—and then the sale is completed. Your customer will have no reason to doubt your statements, because each and every wash day will prove your claims for the "Stephenson" in their entirety.

We urge that you prominently display this washing machine in your store. All details as to prices, sales helps and literature are here for the asking. Write us now. It's in your best interests to do so.

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS
Guelph, Ont.

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

TAYLOR-FORBES CO., LTD.
1070 Homer St., Vancouver

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

H.F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

PERFORMANCE COUNTS

BURMAN CLIPPERS

Are made for clipping horses and for shearing sheep. They are made of the best materials procurable, by the best skilled workmen it is possible to engage, and by a large company who manufacture only clippers. Never has expense been spared if there was possible the slightest improvement in quality or cut. That means a tremendous lot to the hardware merchant.

YOU DON'T HAVE TO BUY A NEW HEAD

PLATES ARE INTERCHANGEABLE

BURMAN CLIPPERS

Are the acme of perfection when it comes to performance. They cut clean. Heavy work does not frighten the "Burman"; they handle the heavy, tough hair well, giving every service and satisfaction to the user.

One important point for the dealer is that plates are interchangeable, that is, when the purchaser wants to shear sheep he simply requires to change the plates. This does away with the old necessity of buying a new and costly head.

YOU DON'T HAVE TO BUY A NEW HEAD

B. & S. H. THOMPSON & CO., LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER NEW GLASGOW

If interested tear out this page and place with letters to be answered.

Heats Water in a Minute

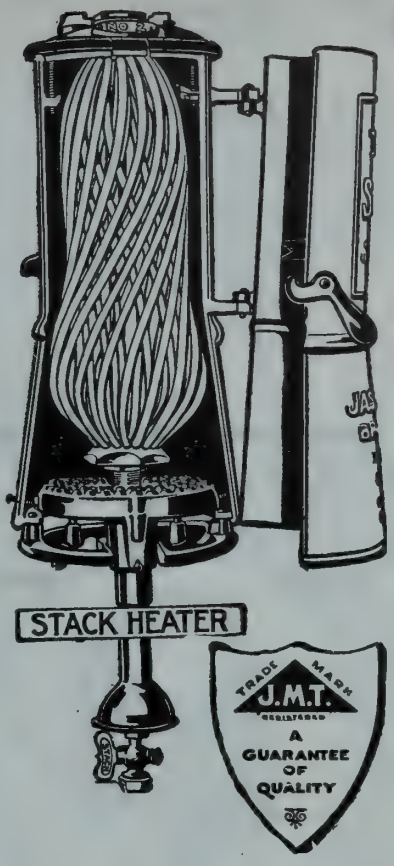
STACK HEATER

Less Gas

The network of small pipes exposed to the hot gas flame will heat water quicker than it would in one large pipe because of the greater heating surface offered. Heats water in a minute; show your prospect. No technical knowledge is necessary to see the advantages of the Stack Heater.

Best for you. Best for your customer.

Send for a Stack Heater Display Card



The James Morrison Brass Mfg. Co., Limited

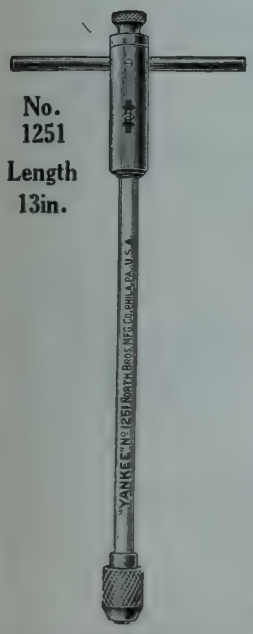
93-97 Adelaide Street West, Toronto, Ontario

"YANKEE"

TAP WRENCHES

Right and Left Hand and Rigid

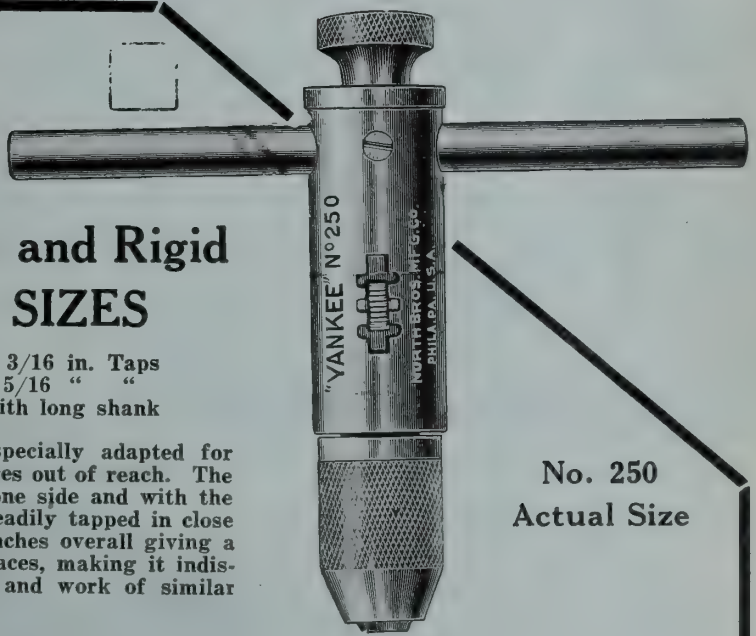
THREE SIZES



No. 1251 Length 13in.

No. 250 Capacity up to 3/16 in. Taps
No. 251 " " " 5/16 " "
No. 1251 Same as 251 with long shank

Yankee Tap Wrenches are especially adapted for work in close quarters and places out of reach. The cross arm is easily drawn to one side and with the ratchet movement, holes are readily tapped in close corners. The No. 1251 is 13 inches overall giving a long reach into inaccessible places, making it indispensable in Automobile work and work of similar character.



No. 250 Actual Size

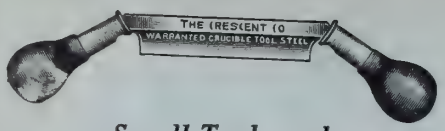
Your Jobber Will Supply You.

NORTH BROS. MFG. CO.

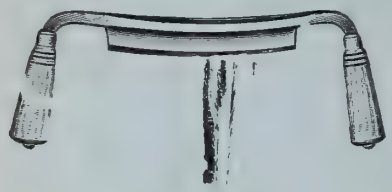
PHILADELPHIA, PA.

U. S. A.

If interested tear out this page and place with letters to be answ...d.



Small Tools and
Hardware Specialties
Hack Saws and Frames



Crescent Line

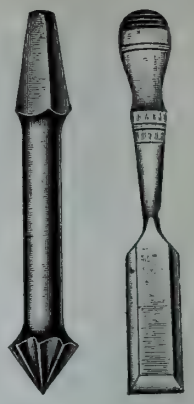
A reliable, saleable line of goods that are made up to a standard of quality that holds your customers and builds future sales.

At Your Jobbers

Campbell Agencies

Toronto, Canada

The Crescent Company
Meriden, Conn.



TRADE YALE MARK

Behind YALE Padlocks

and every other "Yale" product—Yale Night Latches, Door Closers and Builders' Hardware is the modern Yale plant at St. Catharines, Ontario.

Up-to-the-minute manufacturing methods, sound designing and construction practice, and the rigid Yale inspection system, make certain that every Yale product is fit for the purpose for which it is intended.

The trade-mark "YALE" on the product is our guarantee that it is.
"The trade-mark 'YALE' helps make the sale."

Canadian Yale & Towne, Ltd., St. Catharines, Ont.

Artistic Bath Room Fixtures

Beautiful Everlasting White Porcelain Enamel

ON SPECIAL IRON

Stronger than China, outwears all Imitation Paint Enamels or Celluloid finishes, at a price within the reach of all.

American Enamel Products Co.

CHICAGO, ILL.

Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak?

USE MENDETS

A PATENT PATCH

QuickSales
Big Profit
Satisfaction

Occupy But
Little Space
Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.

If interested, tear out this page and keep with letters to be answered.

THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP LEVER HAME CHAINS

9F

EMBOSSED LETTERS AND FIGURES

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

NIAGARA FALLS METAL STAMPING WORKS

Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

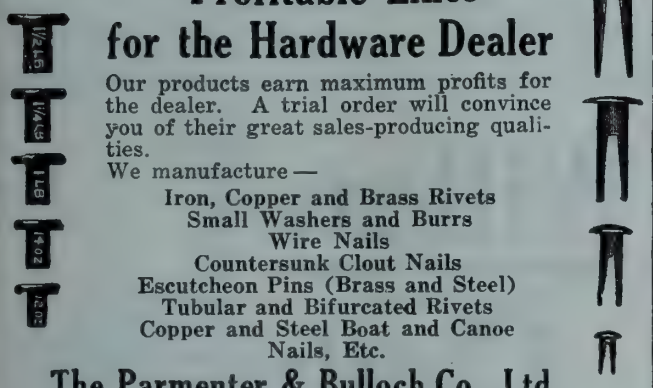
NIAGARA WROUGHT STEEL HARNESS SNAP

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



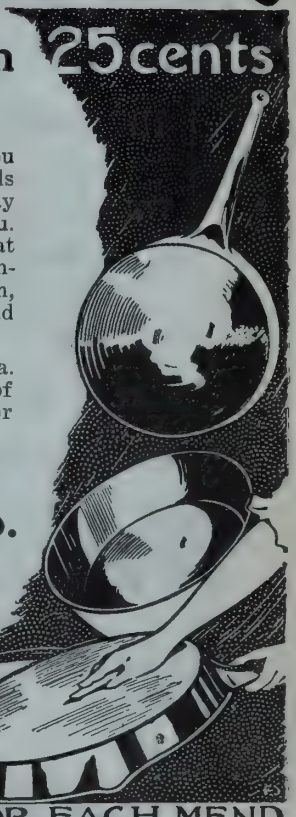
The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

VOL-PEEK

A Fast Seller with Big Profits



Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $3.50. 70% profit for you.

Order through your jobber or direct to

N. NAGLE & Co.

BOX 2024, MONTREAL, CANADA
(Owning and operating Vol-Peek Mfg. Co.)

COSTS ONLY ½c FOR EACH MEND

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT — Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Saves Slitting

Paper and Cloth

Saves Time and Material

Carbalox Convenient Rolls hold a leading place in cutting ability. This wonderfully hard mineral is extensively used for Polished Bearings and Boxes in Metals, Aluminum, Brass, Copper and Steel Work. It aids in reducing cost of production. The workman with a convenient roll at hand need waste neither time nor material in his efforts to produce the best results.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited
St. Catharines
Ontario

No. 142 Hook
Cast Brass

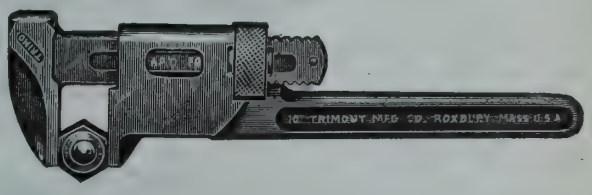
You Will Increase Your Business

if you stock Stratford Brass Products. Send for Catalogue. We can supply you with everything in Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company
Limited
Stratford, Ontario

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass., U.S.A.

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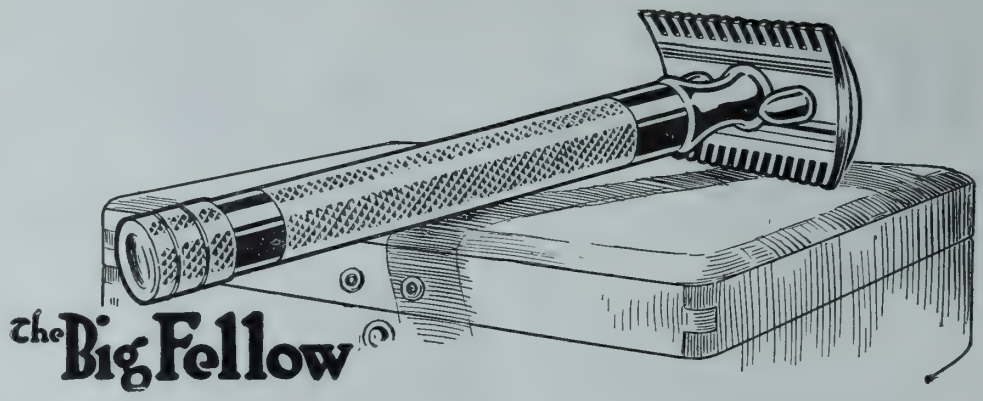

Going Strong!

Quick turnover is one of the strongest reasons for the popularity among dealers of the Gillette Safety Razor line.

With over 20,000,000 of the famous razors in active service, it would seem the normal market must be nearly exhausted. But each year sales increase! Dealers find the Gillette in greater demand than ever!

Liberal returns, unsurpassed service, powerful advertising, and stock that takes but little room—no wonder dealers put their big effort behind the

Gillette
Safety Razor

MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

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"Member Audit Bureau Circulation"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, AUGUST 14, 1920 No. 33

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St., West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone, Central 12960. Cable Address: Atabek, London, England.

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LEAD—Pig, Sheets

TIN—Pig, Plates

ZINC—Slab, Sheets, Plates

STOCK AND IMPORT

A. C. LESLIE & CO., LIMITED
560 St. Paul St. West
MONTREAL

Feature Auto Accessories This Month

The car has been on the road for some time now and requires many accessories. August should be your busiest month in this department. The "power of suggestion" is in many cases all that is needed to make the sale. Keep a good display where it will be seen by motorists—

Sales Will Increase if You Handle These Lines

Partridge Tires **Hart Batteries** **Interliners**
Bumpers **Patches** (*all kinds*) **Polishes**

"If It's for the Car We Have It."

The advantages of getting all your accessories from one house are emphasized when dealing with an old, reliable house like Samuel Trees & Co. We guarantee all our products and stand behind you in every sale.

Samuel Trees & Co., Limited

Wholesalers of High-Grade Automobile Accessories

42 Wellington St. E. **Toronto**

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, AUGUST 14, 1920 No. 33

If You Want "Sports" Business Go After It

Omer DeSerres, of Montreal, Goes After This Trade With a Will —Carry the Stock—Make the Display and Give Prominence to the Line, His Slogan

SINCE the cannon ceased to boom in France and Flanders, permitting the release of the Canadian boys from the firing line and their return to the land of liberty and the resumption of old haunts and pastimes, there has been a wonderful resurrection of popular sport. In this desirable change of events it is noteworthy and of real satisfaction to the hardware man that various games have taken on anew an interest that is steadily growing. To the hardware dealer who has sized this matter up for himself, and particularly to that merchant who has livened "things sporty" up of his own volition, the results have been pleasing and profitable. Herein rests, indeed, one of the great underlying principles of modern retailing—that of sensing and creating a demand for those goods which yield a profit and which will sell if vigorously pushed to the front.

In this way, Omer DeSerres, of Montreal, has taken advantage of the gradual return to normal conditions by anticipating the probable demand for baseballs, footballs, bats and the many accessories that a well-regulated and prosperous club must needs have to win the colors.

(Continued on page 37)

A display of sporting goods which confirms the store manager's statement that when he takes on a line worth while he goes after it in a big way. Here is shown a very complete and attractive display of many lines of sporting goods. A cup is on view in the centre of the display, suggesting the many sporting contests which are open in amateur circles. It is displays of this kind which arouse and hold interest in such goods in season, and which keep the cash register ringing in the sporting goods department.

Sound Systems for Figuring Turnovers; Actual Inventory Figures Do Not Always Show the Average Condition of the Stock

The Dealer's Problems Are Taken Up in the Following Article in a Way That Should Furnish Him With New Thoughts on the Value of Keeping Records, Particularly Now When Everything is So Uncertain in the Way of Buying and Selling.

NO matter how many dollars are put into a business, unless they are made to produce new profits they might better be left in the bank, or loaned on good security to some one who would pay the legal rate of interest. Idle dollars represent a continual loss, especially when they are tied up in stock that no one wants.

This fact, of course, is quite generally understood, but the difficulty lies in the fact that the dealer is not always able to tell when the dollar is idle and how to make it stick on the job. For the dollar is a quiet worker, and unless he has the right kind of assistance the dealer may not discover until it is too late that some portion of his capital has gone into retirement. There is only one sure way out of this and that is through figure records that tell everything that is done about the store during the day, how much stock is on hand; how much is tied up in accounts receivable; sales for the day, payments on account and expenses—in fact, every little detail that affects the profits the dollar should make.

The Folly of Overbuying

We are told by commercial agencies that at least 90 per cent. of dealers overbuy because they do not know how their stock is moving. They lack the records that should tell them when it is necessary to buy certain lines and when it is not. And right here it is well to say that a large proportion of failures are due to this glaring business fault.

Whenever a dealer invests his money in a certain line and sells out that line entirely, he has turned his investment once. Every time a turn is made a profit is made. It follows then that the more turnovers a dealer can pluck from his dollars the greater will the number of his profits be. Frequent turnovers, then, cannot be accomplished if a grocer is inclined to overbuy.

Consequently, it doesn't take much of an effort to show that a few dollars turned frequently will do more than many dollars that move slowly or dollars that do not move at all.

The number of times a year a stock of a business is turning may easily be figured by dividing the year's sales (figured at the cost of the goods) by the average value of the stock on hand during the year.

Safe Basis for Figuring

The cost value of goods sold last year in a certain store amounted to $50,000. The stock records showed that an average of $10,000 worth of goods was carried. Of course, there was more than this amount on hand sometimes, and less at others, but the average for the year—the only safe basis for figuring turnovers—was $10,000. This goes into $50,000 five times—or this business succeeded in making five complete turnovers.

Sales (at cost)	$50,000
Stock	10,000
Turnovers	5

There is another way of figuring turnovers that in many cases is equally satisfactory. That is, to take the total sales, at selling price, and divide by the retail value of the stock.

Sales (at selling price)	$75,000
Stock (at selling price)	15,000
Turnovers	5

A very natural mistake can be made—has been made—in some cases where a dealer takes his total sales at retail and his stock at cost and attempts to find the number of times his capital has turned. See what happens:

Sales (at retail)	$75,000
Stock (at cost)	10,000
Turnovers	7½

This is an easy way to make a few more stock turns, but it isn't worth much as an accurate reflection of the condition of the business. And figures like these must be accurate if they are worth anything at all.

Lets Supply Get Low

Another thing to be remembered is that actual inventory figures do not always show the average condition of stock. The wise manager lets his supply of goods get as close to the low water mark as he dares before taking inventory, so as to cut down the labor required. Where a stock record is kept, an average of value of goods on hand can be taken, which is more satisfactory for figuring turnovers than the inventory figures.

WHY THE POCKET KNIFE COSTS MORE MONEY

A good pocket knife, says the American Cutlery Bureau of Information, costs possibly twice as much to-day as before the war, but the advance in price is not representative of the actual increase in the cost of producing a first-class pocket knife. Crucible steel used for the blade is costing to-day 125 per cent. more than before the war, while spring steel, used for the spring action, has increased 100 per cent. German silver and brass are offered at varying rates, with increases from 100 per cent. in the case of German silver and 150 per cent. for brass against pre-war rates.

So-called patent stag, used for the making of handles, is costing 150 per cent. more, while genuine stag has increased 100 per cent. Ebony costs to-day four times its pre-war price and similar price increases have been witnessed in the case of other woods used for knife handles. Advances in the case of perlmut are 100 per cent., buffalo horn 200 per cent., and celluloid is quoted at approximately three times its previous cost.

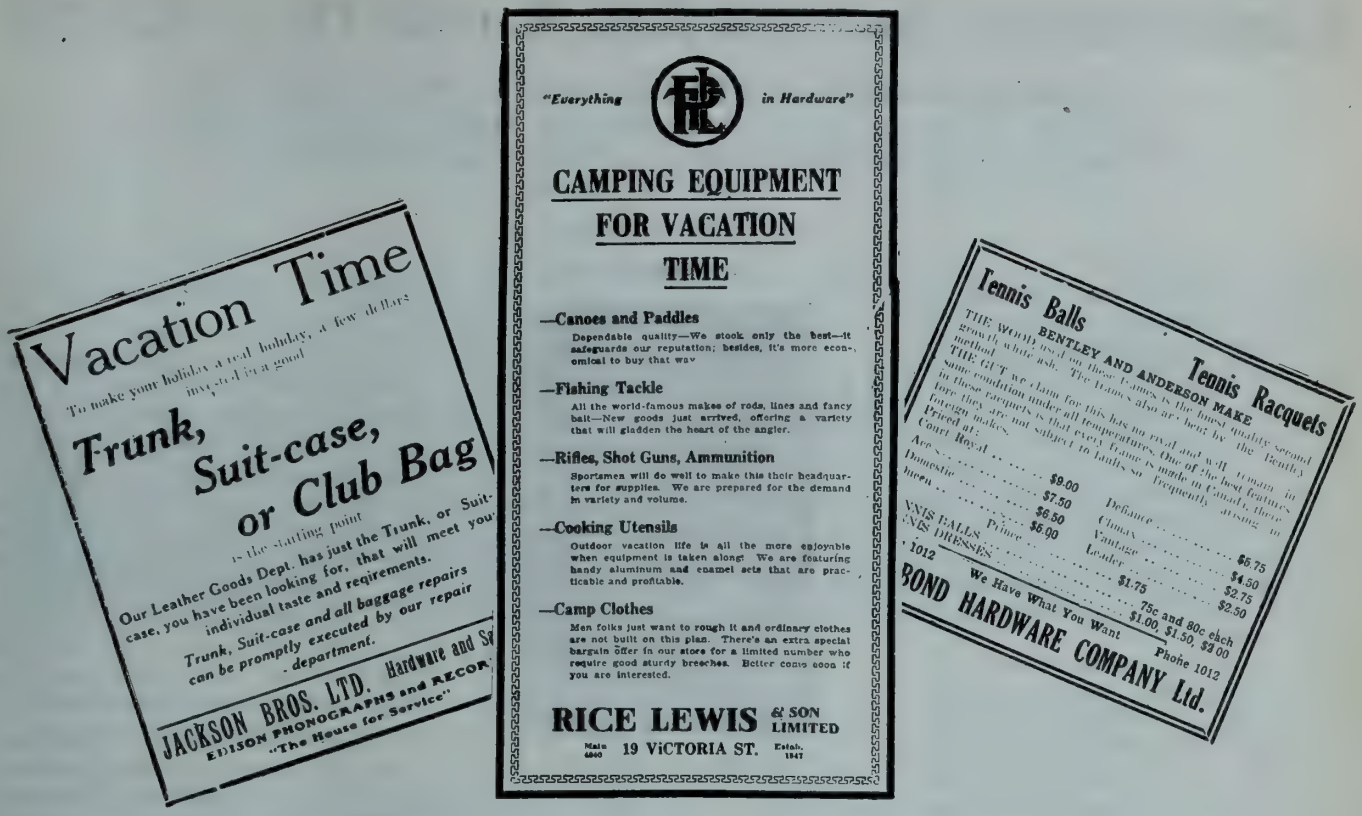
But the most important increases have taken place in the cost of labor, because labor enters into cutlery production at a much higher rate than is the case with other industries. It is a peculiar fact in this respect that semi-skilled and unskilled labor has been mostly benefited by the wage increases, with the result that between 125 to 200 per cent. has been added to the wages of these groups of helpers, while the highly-skilled operations are paid at fully double the pre-war rates.

ONE THOUSAND NEW HOUSES READY FOR NEXT WINTER

Provincial Housing Commission Has Used up $8,750,000 it Received From Dominion Government

Over one thousand new homes will be erected this summer under the Provincial housing scheme throughout Ontario, and no less than $4,000,000 will be spent in this direction. The points most directly concerned in this effort to provide homes at a reasonable cost are Windsor, Ford City, Niagara Falls, London, Guelph and Ottawa. About sixty new houses are being erected under the scheme in the Township of York, where about $250,000 will be spent on the work this year. Twenty houses are being erected in the Township of Etobicoke, where about $100,000 is being spent on the work.

The Provincial Housing Commission has no more money to loan.



Linking up the local advertisements with the window displays also helps to stimulate sporting goods trade. Epecially now that vacation time is here is it necessary to go after this business. The ad. by Rice Lewis & Son, Ltd., Toronto, makes a specialty of certain lines of camping equipment for vacation time. Canoes and paddles, fishing tackle, rifles, shot guns, ammunition, cooking utensils and camp clothes are mentioned, with a paragraph about each. In the ad. by the Bond Hardware Co., Guelph, tennis goods are advertised with a little talk on the merits of the line handled. The ad. by Jackson Bros., Ltd., Pincher Creek, Alta., deals with trunks, suitcases or club bags for the vacation time. These are all lines which may be linked together in the mid-summer advertising.

IF YOU WANT "SPORTS" BUSINESS

(Continued from page 35)

Go After It Big

If Mr. DeSerres decides to put in a new line, and if that line be an extensive one, he usually puts it in "big." That is to say, he concludes that if a paying business is to be done, the whole line must be secured, affording wide variety for selection. This is true of sporting goods generally, and the accompanying reproduction of a recent window display will leave no doubt as to the completeness of the stock carried within the store.

Interior display is made very attractive; if results are to be the most satisfying attention must be paid to this, always. And there is no remissness in the DeSerres plans on this score. The department, under a capable manager, is truly neat at all times, and this is, in no small measure, responsible for the steadily increasing sales that are being recorded.

Get Their Orders

In discussing matters with Mr. Mousseau, the store manager, he told Hardware and Metal that it was proposed to issue a catalog which could be used in helping increase the sales of purely sporting goods. This is arranged to contain illustrations of those goods, and those goods only which are offered for sale. This helps all around, in that there is little or no confusion. For instance, if a baseball club wants a certain type of uniform, it will select it, knowing that the store has what is described and illustrated. Otherwise, with a number of ""dead" lines described, there is bound to be confusion and dissatisfaction. Mr. Mousseau stated that the idea was to cater to the needs of clubs as well as of individuals. By having the big stock it is thus possible, in nearly all instances, to get the business. By making sales in most cases the actual cost of overhead is lessened, for waste motion is increased expense in operating costs.

The excellent display herewith shown scarcely needs comment. It is neat, attractive, sales-provoking, and "different." There is variety without stuffiness, and this is surely a good display from many standpoints. The arrangement indicates the care that has been taken to make this a selling window, and it is but typical of many others that are dressed from month to month. The large plates of glass are kept scrupulously clean and hundreds of interested spectators view each new showing.

Equipment Saves the Cost of a Clerk

Considering the Cost of Modern Fixtures at $1,000 It Is Estimated That the Time of One Clerk at $20 Per Week, Which It Will Save, Pays for the Equipment in a year—Equipment Cheaper Than Man-Power.

By HENRY JOHNSON Jr.

From Canadian Grocer

HARVARD'S latest investigation reveals one striking condition in the grocery business; that merchants whose turnover is highest and net earnings greatest in percentage are usually those who have paid some attention to the economics of internal arrangement. Those men have given thought to the most costly commodity they handle—TIME. For time and its corollary, man-power, must enter into all our calculations. It enters whether we note it or not. It is the most extensive thing we buy. The wise merchant will not waste it.

Some twenty-five years ago we, in our store, got the notion that sugar was not a profitable item because the margin was less than the average expense of operation. That is a commonly accepted notion and, in passing, I may say it is wrong. But we thereupon rearranged our store, keeping what we regarded as profitable goods forward and putting the "unprofitable" item 'way back out of sight.

What we had not taken into account was the fact that, whether we would or not, we must sell just about so much sugar—twenty per cent. of our turnover, probably—and therefore must "tote" it across all that extra space. After a particularly busy, hot and trying Saturday, one of us got thinking of that extra fifty feet from the main counter to the sugar. He passed it off roughly and calculated how often that distance had been traversed. We felt that the journey was made on the average of not less than a hundred times daily.

Saving Three Hundred Miles a Year

That showed five thousand feet a day, or just short of a mile. In an average year that meant 300 miles of walking, waste energy, lost time. Believe me, we got that —— relocated promptly! It seemed to us that as we had to handle that commodity "without profit," we should be wise at least to cut the expense of handling it to a minimum. We concluded that facts were better than theories. We grew to prefer cents to sentiment.

Many times after that I watched dealers work. I saw men walk twenty feet to a scale and back—forty feet, shuttling during the whole day to get goods in constant demand. I wondered why they thought they were saving money by not having extra scales. Count the time and energy against the cost of any scale you can think of and the scale will be earned several times each year. It will prove an investment which yields large returns.

The last store I fitted up had scales

HENRY JOHNSON, Jr.

everywhere. Nobody had to do much more than swing around from any location in the store to reach a scale. The money put into them was a prime investment. Having got started rearranging the store to save steps, we kept at it. We studied daily how we might cut the travel from goods to counter. We located cones of twine and rolls of paper all over the shop to save seconds.

The result was very tangible. It got to be said that we handled more goods per man than any other store in several townships. The counter books used to show sales of $75 to $90 for the three or four behind the counter, and each put up himself practically everything he sold. That meant that, counting every employee, the turnover was probably $1,400 to $1,500 per month each, at a time when goods were valued at about a third what they cost now.

New Furnishings Help Vastly

But it was when we fitted up the new store complete that we carried this idea to its logical conclusion. The space under every counter was utilized entirely, not a cubic inch of waste room. Everything was concentrated as closely as possible. A man could wait on trade, reaching most things in common demand, and hardly move ten feet in any direction.

But here is a point suggested which did not occur to us, which you can put into effect. Take your sales slips for a month and tabulate the goods sold. Make a column for each item. Then total the column. My impression is that you will be much surprised with the result. You will find that you are travelling miles per month of perfectly avoidable distance. Estimate the time taken on each journey and figure up the total cost. You will discover that your bill for waste time is a very large percentage of your total wages expense.

Carry it further. Step from your front counter scale to where you usually pile your cabbage and step back again, counting the steps. Calculate how often that trip is made daily. Figure out the cost against the price of a scale in your store, convenient for service.

There is a phase of difficulty here. The change of some commodities from distance to proximity will go far to remedy the difficulty, but not all. For in place of certain things moved nearer, others, now near, must be put further away. So thus you have saved, but you have not saved all the loss. How to make the greatest saving possible?

Equipment Cheaper Than Man-Power

Carry the idea clear through. Figure up what a set of fixtures which would concentrate practically all goods within reach, convenient, handy, accessible, yet protected, would mean to you. Then you will be converted, as I was, to the best planned fixtures anybody can devise.

Consider the cost of equipment of this character. Let us say it is $1,000. If it saves the time of one man at $20 per week, the entire cost will be wiped out in a year. Remember, too, that he does not need to be much of a man to get that sum nowadays. After the first year it will earn 100 per cent. velvet annually. If it saves only half that sum it still will pay 50 per cent. a year.

This reasoning applies whether the saving is made on a hired man or your own time and energy. Every minute used in service costs so much whether the expense is visible in the outlay Saturday night or not. If you can save your own time to devote to something besides needless stepping you are apt to join the few who make the extra net earnings whom Harvard digs out in its annual investigations.

Cutting the Rental

Such study tends to result in another big, valuable discovery: That likely you have a store much bigger than you need. It is one of the commonest and most costly mistakes dealers make to have too much room.

I have done business in three stores during the past fifteen years, each successively smaller than the former one. In each move I have done a vastly better, larger business. In the first store there was 7,500 feet space altogether, 3,200 in the salesroom. There we did $33,000 to $35,000. In the second we had 4,800 feet and there we did $60,000 to $65,000. The salesroom in that

Continued on next page

Shooting Booms Ammunition Trade

St. John Trapshooting Association Revived by Hardwaremen—Big Tournament Held and Extensive List of Prizes for Maritime Provinces—Some Suggestions to Other Hardware Dealers

The ammunition business is booming in St. John, N.B. During the war the St. John Trapshooting Association suspended activities, but have now reorganized. J. Walker Andrews, who was well known as Remington's representative, now with W. H. Thorne & Co., Ltd., is responsible for the reviving of trapshooting in St. John. The list of officers is as follows: Honorary president, J. M. Robinson; president, O. J. Killam; vice-president, J. L. McAvity; treasurer, J. Gillis; secretary, J. Walker Andrews; field captain, Dr. L. A. Langstroth. Executive committee: R. E. Anderson, G. McA. Blizzard, H. W. Berry, F. J. Shreve.

O. J. Killam, the president, is the high man for Canada, with a mark of 296 out of a possible 300. He was five points ahead of his nearest rival, W. Hamilton, of High River, Alta., who broke 291 in the recent trials. Mr. Killam was selected in the make-up of the Olympic team to shoot in England's championship, Belgium championship and the National championship, but owing to business pressure was unable to leave St. John.

James McLaughlan, of Halifax, N.S., being the first man on the waiting list, took Mr. Killam's place.

A big tournament was held on August 9th and 10th. Ten events on the first day and five events on the second day, in addition to seven special events.

The following is a list of cups, trophies, etc., open to the Maritime Provinces:

Halifax Hotel Cup, Grand Aggregate; McAvity Cup, High Gun; Commercial Travelers' Cup, High Gun; Dominion Cartridge Shield, Two-Man Maritime Championship; Silver Cup, Two-man Team Match; Halifax Cup, Five-man Team Match, Halifax vs. St. John; St. John Cup, Two Man Team Match, Yarmouth vs. St. John; St. Regis Cup, Long Run; Magee Cup, Long Run; McGaw Cup, Second Grand Aggregate.

Mr. Andrews sets a good example other hardware merchants in Canada would do well to follow. Organize a shooting club and boost ammunition sales.

Continued from page 38

store contained 2,200 feet. In the third we had 5,000 feet altogether, but only 1,800 in the salesroom. There we did $75,000 to $89,000.

Making some allowance for difference in values between a staple trade and one progressively more fancy, there still was great economy of operation in the smaller spaces. You can see this idea exemplified in any large city. Look at New York, Chicago or Los Angeles and see what big businesses are conducted in spaces that will seem very cramped to you. But note also the economy of operation. Then you will not be surprised to learn how nice a net profit those men earn.

Subletting at a Profit

"I know a dealer in Southern Canada who cut out twenty-two feet of front by forty deep and rented it to a friend, retaining the back end for storage. Thereby he cut his salesroom in two in the middle. He saved a lot of heat and light and any number of needless steps. He did this by concentration of stock in modern equipment.

At another extreme is a dealer in Birmingham, Ala., who did much the same thing. He cut out and rented a full store front, retaining the rear. He did not cut the width of his store behind, but he saves a lot of walking. He did this with modern concentrated equipment.

Both those merchants have lessened expenses by subletting space not really under greater concentration of stocks. It's all right to run a "big store" if you have real use for it; but if it be only a matter of vanity, it won't get you very far. Space should be kept at such minimum as will keep you hustling to find room for things. Then you will avoid another great waste of profit possibilities—overstocking.

Now Necessary to Hold Down Credit Business

Present Conditions Make Necessary the Curtailing of Credit and the Cleaning Up of Long Standing Accounts to Provide Free Capital, So Cash Discounts Can be Taken and Interest Charges Against Capital be Decreased

HIGH prices of commodities and the necessity of carrying a complete and well assorted stock makes it more necessary than ever before to have plenty of "free capital" available, rather than to have small funds on hand and large stocks represening a big investment on which some speculating may be done before it is moved. Thus it behooves the merchant to watch his credit accounts very closely and clear as many questionable credit accounts off his books as possible in order to give him capital with which to take his cash discounts when buying and to cut down his interest charges against capital. Some 25 suggestions are outlined herewith to help the merchant hold down credit sales and to get customers to pay up. These are taken from Electrical Merchandising, and are as follows:

Poor collections and a disproportionate volume of credit sales usually indicate a poor collection policy or none at all. A carefully thought out policy is as necessary in merchandising as mortar is in making a brick wall. Determine a policy fair to yourself and fair to your trade. Acquaint your sales-people with your policy and see that your customers also know it. Then enforce it. This is fundamental. No special "stunt" for getting your money collected can compare in value with a sound policy firmly and fairly enforced. Fast and loose collection methods result in fast and loose profits. Leave out the mortar and the wall falls.

* * *

SELL FOR CASH WHENEVER POSSIBLE

You will have less trouble in getting customers to pay up if you carry fewer customers' charge accounts. Therefore sell for cash whenever it is possible to do so. Of course, do not lose the sale by refusing credit if you know the credit can be fairly and honestly extended. Credit is often extended on small purchases when a tactful word or two would turn it into a cash sale. Have all your salespeople make your confidential instruction their silent slogan, " We sell for cash whenever possible."

* * *

EXTRA MONEY FOR YOUR SALESMEN

Let your store salesmen and house-to-house salespeople earn an extra dollar or two by making a collection now and then during their business hours as they have opportunity or during their off-duty hours. Try this idea out any time, but it ought to work well at the beginning and middle of the month—the time when "the ghost" walks for many people, meaning the pay envelope, of course.

* * *

HOOK UP WITH THE METER MAN

Why not get in touch with the commercial manager of your local central station and arrange to have the meter man present your bill to your customer and make the collection when he calls monthly to read the customer's meter? This plan should work out well, especially in the smaller cities and towns. Have the meter man report directly to you and pay him a small commission on each account settled in full. That's better than not getting a settlement. Choose your accounts carefully for this method of collection and instruct the meter man carefully. If dealers' stores offer good advantages for collecting central station bills monthly, why is not the meter man a good person to help collect the contractor's or dealer's bill, when that method is expedient?

* * *

CHARGE ACCOUNT PRICES

One of the most successful hardware stores in Connecticut—and one that is selling electrical goods — marks its "charge account price" on all of its price tags. And that is the only price mark appearing on the tag. Why? Because in former days many of its customers insisted on carrying charge accounts and on paying up about when they felt like it. The interest that the uncollected money could have earned almost exceeded the profits. Hence the change to the "charge account price." Now when a customer buys he is surprised pleasantly to find that he gets a discount for cash on the spot, and learns that he must pay the larger amount if he wishes the purchase to go on an account and make it necessary for the proprietor to collect later. That is an excellent way to teach the public the cost of collections.

* * *

SEND YOUR INSPECTION MAN

Don't hire a professional, free-lance "bill collector." Train one of your salespeople to do a better job of it. Send him around ostensibly to inspect the appliances that you have sold, to make sure that they are in good working condition and are being used correctly. Let him make the collection quietly before he leaves.

* * *

USE THE TRADE ACCEPTANCE

Get acquainted with the trade acceptance, if you have not already done so. Work out your own method of using it. Then use it. Get your customer to sign an acceptance covering the amount that he owes you. You can then discount the acceptance at the bank and get your money. One St. Louis electrical house has been using the trade acceptance for several years. Ask your banker about it. He can tell you how to use the acceptance, at least he ought to be able to do so if he is an up-to-date banker.

* * *

SEND ANOTHER APPLIANCE

Surprise your debtor by sending another appliance to her home. Let the salesman who delivers it make the demonstration and leave the appliance for a short trial. Have him call again in a day or two and complete the sale, if possible. He should sell for cash if he can, but he should first of all collect the balance due on the previous bill.

* * *

OPEN FOR COLLECTIONS ONLY

If your business happens to be located in a small city or town you know quite well how prone the population is to go promenading on Saturday night or on band concert night. It may be that you and the other business men have agreed to close every night at six during the summer. Perhaps all of you close up

REVENUE RULINGS

Mr. J. D. Fox, collector of Inland Revenue at Montreal, reports the following recent rulings by the department, respecting ceiling fixtures.

Semi-indirect bowl fixtures:

Chandeliers are defined as ceiling fixtures with two or more lights and the tax of 10 per cent. is applicable on all chandeliers in excess of $12.

Semi-indirect bowl fixtures, domes, etc., are not classed as chandeliers and are subject to the tax of 10 per cent. when sold in excess of $3.

Gas and electric light fixtures, include newle post lights, wall brackets and other electric lighting fixtures.

Lighting glassware, such as semi-indirect lighting fixtures, is subject to the tax of 10 per cent.

As regards the material used in semi-indirect lighting fixtures, that might be purchased separately and assembled by the retailer, the retailer in this case would become the manufacturer and his sales would be subject to the tax of 1 per cent. as well as the sales tax of 2 per cent.

for Wednesday afternoon, and the weekly band concert comes on Wednesday night. Why not advertise that you will be open for one hour on that evening —"for collections only." On such a night the crowd is likely to contain many of your customers. It should be easy for one to slip in and pay up.

* * *

TELEPHONE TO HIM

It will save time, money and effort to use the telephone now and then. If he owes you a bill, or if she does, call up and have a friendly chat about the matter. Be careful how you do it. Make sure that nobody is listening on the line. Don't threaten. Talk briefly. Make the man who owes you pay you a smile by wire, at least, and get his promise for an early settlement.

* * *

BEWARE OF "POOR PAYS"

In every community there are people who are commonly known as "poor pays." Beware of these. Sell to them, knowing their reputation, and you have only yourself to thank, if you add to your credit sales and to your collection difficulties. Sell to them, by all means, but sell for cash. You then do yourself a good turn and you certainly help them to improve their own credit standing in the community.

* * *

SELL TIME-PAYMENT CONTRACTS TO THE BANKER

Sometimes a banker can be persuaded to take over for you the time-payment leases of your customers, thus permitting you to get in your money less a reasonable discount. The banker is not likely to do this unless he is sure that leases are absolutely good. He is more likely to favor the trade acceptance. Many leases require the use of the acceptance. Frequently, however, dealers and contractors have made arrangements whereby the local banker takes over the contracts.

* * *

COLLECTION DAY

When a customer opens up an account tell her that the last day of the month (or some other day) is your "collection day," on which you make collections of outstanding balances from house to house, merely as a way of making it easy for the woman in the home (or the man) to pay up any outstanding balance or an installment on a time-payment purchase. Some folks will avoid this call of your collector by paying up in advance. Other customers will wait until he calls.

* * *

SHALL I GO TO LAW?

Sooner or later in the effort to collect what looks like a lost "balance due" there comes a time when the dealer asks himself, "Shall I go to law in this matter?" Of course, there are times when this must be done, but be sure that you have arrived at that time. Many a creditor has lost the "balance due" and also the good will of a slow debtor by threatening a suit at law too early in the game. Just about the time the debtor looks for the usual "recourse to law," surprise him with a friendly little word showing your confidence in him and in his ability to pay up. Often this little note of confidence is just the thing needed to bring in the money.

* * *

REPAIRS FREE

Appliances will get out of repair sometimes, usually through some fault of the customer. If a bill has been outstanding for a long time, perhaps the appliance is out of repair. Find out. Offer to make the repairs free, if the account is closed.

* * *

MAKE HIM RECOGNIZE YOUR BUSINESS ABILITY

"I am badly in need of the money that you owe me," is a sentence seen many times in poor collection letters. It ought to be killed and buried. Tell your debtor that you are having difficulty in collecting your money and he will be convinced that in that respect you are just as poor a business man as he is in not paying up. He probably reasons rightly that if you have a heavy amount tied up in unpaid balances due from your customers you also probably have a number of creditors who are pushing you. Convince him that you are an able business man and show him that you expect him to be the same.

* * *

WRITE HIM A LETTER

Write just as you would talk to him, if you were face to face and both of you in a smiling mood. Forget the "beg to advise" and the "unless we receive your check by return mail" and the "we shall be forced to resort" and the "must act without delay." All of these threadbare phrases are known to every ten-cent debtor in the land. He recognizes them as the earmarks of a weak and carelessly planned collection system. If you use a form letter system in handling your collections, be sure that the letters are out of the ordinary run of such letters and that they carry a personal note.

* * *

OFFER A DISCOUNT

When you are faced with an out-and-out loss of the entire balance due and when you have practically given up hope of collecting any portion of what is due, offer an attractive discount for settlement at once. Better get even a small part than none at all. Don't use this method except as a last resort.

* * *

SCALE OF DISCOUNTS

Dealers have sometimes aided their collections by offering a set of discounts, each discount for a short period, and the discount diminishing as the time lengthens before payment is made.

* * *

HAVE HIS BANKER SPEAK TO HIM

If a man owes you a goodly sum of money and he has repeatedly refused settlement, and if your banker happens to be his banker also, perhaps a careful word spoken by the banker at the right time will bring in the money.

* * *

GET IT ON DEMONSTRATION DAY

Some time when you are planning to hold a special demonstration in your store mail your slow-pay customer a personal letter announcing the demonstration and inviting her to come. Don't mention the "balance due." The customer will expect you to do it and will be pleasantly surprised at its absence. An invitation instead of a "dun" will often prove the better bait.

* * *

POOL COLLECTIONS.

Perhaps your customer who does not pay his bill also owes money to other electrical contractors. If you have reason to think so, get in touch with the other creditors — and all of you send him a collective bill. Against your

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Close Watch to Be Kept on Merchants in Recording Book

One of those terribly Governmental looking books—at least a yard wide—has been received by the Dominions collectors of inland revenue from Ottawa for recording the payments of luxury and sales taxes. In it is being entered the name of every retailer, wholesaler, manufacturer and jobber, and each one is being given a number. It is the intention of the collector to open an account with every firm or person affected by the new taxes and thus keep "tab" on them.

The number of persons who call at these offices to ask questions and take away information continues to be greater than those who come to pay the taxes. Nevertheless the Toronto officials are satisfied that Toronto merchants are doing well under the circumstances. A number of extra clerks have taken their places behind the collection counter, but there was not quite as much work for them as was contemplated, the rush of last week having apparently fallen off.

This is explained by the fact that most of the first week's collections came from the smaller dealers, who had little difficulty in filling out their returns. The larger firms, it is conceded, required more time for making out their first returns, particularly since it means committing themselves as to the extent of their business.

Much time has been wasted, insofar as the local officials are concerned, by hundreds of people insisting on arguing the unfairness of some of the taxes, and it has been one of the biggest problems of the staff to stave off such arguments.

EDITORIAL COMMENT

GETTING BACK TO NORMAL

ONE of the most encouraging signs that have been seen of late is contained in the replies of 23 manufacturers to a questionnaire recently sent out by the Merchants' Association of New York. These replies show that slowly but steadily the output of labor is reaching a higher percentage of its possible maximum, and that, man for man, the worker is working more steadily, and producing more during his working time, than he has been doing for some time past. If this tendency persists, and a higher plane of efficiency ensues and remains, then a long step has been made towards the reduction in the cost of living. It is a fact that there has been, pretty well throughout the world, a tendency on the part of the average worker to hold back, so as to make the work in hand last as long as possible, and thereby, in his opinion, preserve the era of plentiful employment and high wages. This tendency was perhaps not so much in evidence on this continent as it was in other countries, Great Britain especially suffering from this viewpoint of labor. Over there they had a regular name for it, thus giving it the dignity of a policy. It was known as "ca' canny," which is a Scotch colloquialism for "take it easy," and for which the French use the expression "laissez faire."

Conscientiously carried out, this policy results in bringing the production costs of every article it is applied to up to an ever-increasing figure, a figure which represents far more than the real value of the finished article. Brought to bear over a wide range of articles, it naturally affects the pockets of the men themselves who are responsible for it, and forces them to demand a correspondingly higher rate of pay. So the thing goes on. The surest way to obtain better living conditions and a reasonable wage, which will allow the worker to obtain the comforts of life, is for him to work while he is at it, without skimping and holding anything in reserve. An article produced by maximum efficiency, at lowest cost, will be in greater demand than when the same article is produced at a price which puts it out of the reach of many who would otherwise use it. The workman can receive a higher wage, the manufacturer can realize his profit, and a far larger demand is created. High wages in themselves are not an objectionable feature to any manufacturer. Where he loses money is in training men to supply a constant turnover, and in having machines standing idle or operating at low efficiency through the unwillingness of a man to give his best when he is receiving the wages he has demanded. If this condition is passing away, there is much to hope for. It would seem that the common-sense of the workers was at last asserting itself, to the detriment of those who have so long been trying to lead him along what looked like the flowery paths of ease. This return to a normal viewpoint will be no doubt viewed with alarm by some of these erstwhile friends of the people.

EDITORIALS IN BRIEF FORM

BE prepared to talk about your goods, to explain their use, and to show their advantage. Do this constructively and in a dignified manner, and you will increase sales many times.

* * *

BE helpful to your customers in making their selection. Don't force your choice upon them, but convincingly explain to them why a certain brand or a certain kind is just what they want. They like attention but not assertiveness.

* * *

IN THE case of hand-bills, brevity and display are essential. A hand-bill must be so written and so typographically arranged, as to tell its story even as it is flying down the street, after having been given a hasty "once-over" by the original recipient. Dealers who employ this method of advertising should remember this.

* * *

THE agitation for closer trade relations between Canada and the British West Indies is meeting with most encouraging success. Business men have long recognized the advantages to accrue from an agreement such as that which has resulted from the recent conference at Ottawa.

St. John Hardware Clerks Are Keen Sportsmen

AS well as being wide-awake business men, and anxious for the welfare of their home town, the St. John hardware clerks are keen sportsmen. The pictures show them at their sports recently held at Fairvale, N.B.

The first picture shows the team they defeated, all clerks in other lines of business. The second is the hardware team, employees of the leading hardware stores in St. John. The third shows the preparations being made for the sack race.

It is an old saying that you can judge a man by what he reads. These clerks are all regular readers of HARDWARE AND METAL. *Further comment is unnecessary.*

English Auto Accessories Will Come Freely

Due to Organization Will Be Plenty of These Products For Canadian Trade With Promise of Prompt Delivery—May Erect Factories Here Later—Mass Production

THAT there will be plenty of British-made Automobile Accessories available for the Canadian market is the expressed statement of Joseph H. Rose, special representative for S. Smith & Sons, Inc., London, England. Interviewed in Montreal by Hardware and Metal, Mr. Rose stated that, as far as his principals are concerned, they are in a position to make early and immediate delivery of these products.

"While we have a big trade at home, we are able to offer large supplies to the Canadian trade," said Mr. Rose. "Already we are serving nearly every British colony and in South Africa alone we have five different branches. It is our intention to establish connections in Canada, perhaps at Montreal, Toronto, Winnipeg and Vancouver, and possibly some other points. In time, after these connections have been established, we may erect a factory. But stocks will be carried at various points and shipments can be made without any delay whatever."

Shortage Overcome

In connection with the manufacture of these products Hardware and Metal asked if there was not some difficulty in obtaining raw materials, and if skilled labor was not scarce. In reply to this Mr. Rose stated that no difficulties exist in either respect.

"The very newest types of machinery are being used over there, and we have been enabled to make use of feminine help to a very great extent in operating these special machines. This has helped to solve the skilled labor problem, and under the most ideal conditions that can be arranged, there is no difficulty in maintaining almost ideal results in production. Every comfort is provided for the workers, and there is no difficulty in securing a high type of employee. In addition to the greatest care being taken in providing every convenience for those employed, meals are prepared and dispensed at a very small cost, the employees being given

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HOLD DOWN CREDIT BUSINESS

Continued from page 41

united effort he may hesitate to delay payment any longer.

* * *

BUY NEW BUSINESS

Offer a debtor "a dollar off" of her balance for every sale to a prospect whose name is suggested by the debtor.

* * *

TAKE HIM TO LUNCH

Suppose your debtor is a business man who may be a prospect for still more business. Take him out to lunch some day, don't mention the "balance due," talk about more business, foot the bill for the lunch, and leave him with a pleasant good-by. Your hospitality will urge him to pay up every time he thinks of the good meal.

* * *

CHARGE INTEREST

Many retail dealers and a goodly number of professional men have begun to charge interest on outstanding accounts not settled within a certain time. This is almost the opposite of giving a discount for prompt payment. After all, why should it not be done? When value is received by one party to the transaction, value should be received by the other party at the same time. If not, why should not the customer pay interest for the use of the seller's money? Think it over.

EVENTS IN THE TRADE

Business Changes

Sioux Lookout, Ont.—The hardware busines of Hamilton Bros. has been sold to L. J. Williams.

Reorganize Canada Copper Co.

The Canada Copper Corporation will be reorganized. Heretofore, the Canada Co. and its predecessor, the British Columbia Copper Co., have operated under American charters, but the new concern will take up a Canadian charter, thereby effecting some saving by eliminating dual taxation. The Canada Copper Corporation has practically completed a 2,000-ton mill and production, after many delays, should be started before the end of the year. It has taken about three years to build the plant, which can treat 2,500 tons of ore daily.

Conditions in Maritime Provinces

Moncton, N. B.—The continued shortage of cement is having some effect on the building trade here at present, and a great many of those who have cellars dug ready for foundations are wondering if they are going to be able to complete their buildings this year. Among the buildings being built are two theatres.

In the State of Maine the people are also suffering from a shortage of all kinds of hardware. In Eastport and Lubec all of the sardine factories are closed down on account of the shortage of tin-plate and the local merchants report that building papers, cement and other articles are not only high but very scarce. Quite a quantity of Canadian hardware, especially nails, has found its way into the American market recently.

The automobile accessory business is particularly good in this section at the present, the number of American cars which are touring the province this year having helped it considerable, escially in the matter of gasoline and oils. So far this season over 300 more motor cars have crossed the boundary at St. Stephen this year than last.

Hold Managers' Conference

Montreal.—The managers of the various branches of Brandram-Henderson Limited met at Montreal this week for a conference on the advertising and sales policies for 1921. Those present, in addition to the Montreal staff, were: J. Leonard Paul, Winnipeg, Manager Western Division; S. W. Smith, Toronto, Manager Ontario Division, and W. George Hellier, Manager Maritime Division, Halifax.

Western Ontario Notes

Burglars who broke into the store of C. W. Summers & Son, at London, Ont., were evidently frightened away before they had a chance to take goods of any value. Nothing is missed from the hardware store and in the grocery department the only thing that is known to have been taken is a large picnic ham.

* * *

Corless and Venner have purchased the hardware business of W. H. Davison, at Clinton, Ont. Mr. Davison has not enjoyed good health for some time and intends to take a long rest. The new firm plans to operate an electrical business also. This will be in charge of Mr Venner.

* * *

Work has commenced at Petrolia, Ont., on the new plant to be equipped by the Ortons Motor Co., manufacturers of autos and auto accessories. Manufacturing will commence as quickly as possible.

* * *

M. I. Adolph, of Listowel, Ont., has returned after spending several days in Port Huron on business.

* * *

At the big bowling tournament in Seaforth, W. J. Heaman, of Exeter, and his team mate, R. Creech, captured the Stewart trophy for the second time.

* * *

C. W. Summers & Sons, of London, Ont., are extending their hardware store by an addition 30x45.

* * *

In competition with twenty-two rinks, including many of the best bowlers in the district, a team from Hensall, of which W. A. McLaren, hardware merchant, was a member captured the handsome silver trophy donated at Goderich by the Purity Flour Milling Co.

* * *

Thomas H. Purdom, Jr., of the Purdom Hardware Co., is spending a couple of weeks in New York and Rochester.

* * *

Miss Florence Quick, of the J. G. Steele Hardware, is spending her vacation in Detroit.

* * *

Earl Knight, of the sales staff of the Purdom Hardware Co., who has been confined to the house several days with illness, is much improved.

* * *

The head office of the Great Lakes Oil Refining Co. has been removed from Toronto to Wallaceburg and T. H. Hamilton, the general manager, will move there next week. The company contemplate adding a number of new stills shortly.

Millers Fall Company Adds Hack Saws to Its Line of Tools

The Millers Falls Company has purchased the plant of the West Haven Mfg. Co. at West Haven, Conn., which for twenty-five years has been engaged in the manufacture of Universal and other brands of hack saws, band saws and small tools.

The company will in future manufacture both "Universal," "Millers Falls" brand of hand and power hack saws, etc.

It will be operated hereafter through its plants at Millers Falls, its plant at Brattleboro, Vermont, and its new plant at West Haven, Conn.

Group Insurance Announcement at Picnic

Hamilton, Ont.—Wabasso Park was the scene of the first annual picnic of Slater & Barnard, Limited, last week. About 500 people, including the members of the firm, employees and their families went to the park by the Canada Steamship Lines vessels and spent a delightful day. A long programme of sports was run off, and three baseball games were played.

A feature of special interest was the announcement that the firm had arranged to insure the lives of all their employees at from $500 to $3,000, according to length of service.

Thermos Park on Hamilton Highway

Toronto, Ont.—The Thermos Bottle Co., Ltd., Toronto, manufacturers of Thermos bottles, realizing the great lack of places along the Toronto-Hamilton highway and that farmers were forbidding the use of their property and that parking on the highway was not allowed, have opened up a Thermos park on the highway, two miles west of Oakville. It includes four acres of wooded land, 900 feet of lake front, 2 toilets, facilities for picnic parties, waste barrels, etc.

NEWS OF WESTERN CANADA

COLLECTING TAX IN MANITOBA

Inspector of Inland Revenue in Winnipeg Planning Campaign Against Delinquent Firms—Prosecutions Are Being Contemplated.

ABOUT 1,500 persons or firms contributed approximately $175,000 in luxury and sales taxes to the Winnipeg branch of the Inland Revenue Department during June. To date this is the most definite report on the effect of the luxury tax in the Manitoba district.

What percentage 1,500 represented of the total persons or firms who should have submitted statements with cheques for the new taxes was not known by officials of the department. They could not even guess how much more should have been collected.

"The previous estimate of $1,000,000 of the $50,000,000 to be collected throughout Canada for the first year was very conservative," one official declared. "It should be much more, for where Manitoba will pay $1 for manufacturers' sales taxes, Quebec and Ontario will pay $5. But no one will be able to tell with any precision until the first six months' collections are in."

T. H. Verner, inspector of inland revenues, has set himself to the task of finding out how many defaulters to the new tax provisions there are in the district. He is compiling a list of firms who should collect taxes and will check this off with the list of those who paid.

Prosecutions are sure to follow the completion of the list, for with the most optimistic estimates less than 50 per cent. of merchants liable have paid up to the department, it is asserted.

CROPS WILL RECTIFY EXCHANGE SITUATION

W. C. Miller, Secretary of Ontario R.M.A., Returns From Tour of the West

W. C. Miller, secretary of the Ontario branch of the Retail Merchants' Association, returned to the city after an extensive tour of the West in going to and returning from the Dominion convention.

Mr. Miller found everyone wearing broad smiles. The merchants have had their worries lifted by the field prospects, and the farmers, he said, were declaring their crops would rectify the exchange situation and bring the Canadian dollar back to its rightful standard across the line.

Fire at Lanfine

Saskatoon.—A fire occured at Lanfine, Sask., Saturday evening. The blaze originated in or near a small oil warehouse. A hardware store and bank building were totally destroyed.

* * *

Western Notes

Melita, Man.—Campbell & Furguson, Ltd., hardware merchants, of Melita, Man., have sold their stock to Farrow Bros.

* * *

Millet, Alta.—J. M. Adison has sold his hardware business to H. Eastwood.

* * *

Spy Hill, Sask.—H. Hall has purchased the hardware stock of D. E. Campbell.

UNITED FARMERS' STORE AT INNISFAIL, ALTA.

The United Farmers of Alberta have opened a number of stores in the Province during the last year. These stores are not run as a chain of stores, but each town and district has its own association, and each association runs its own store, independently of the others. The growth of the U. F. O. idea in Alberta is an indication of what the independent retailer has to contend with in an agricultural country.

The accompanying picture is that of the Innisfail, Alta., U.F.O. co-operative association store. It was purchased by the Farmers' Association from G. W. West in March last, Mr. West having opened the first store in Innisfail, 29 years ago. It is stated that fully 75 per cent. of the farmers of the district trade at this store. The stock in this store comprises groceries, hardware, implements, ladies' wear, and dry goods. J. Saul is the manager. Previous to coming to Innisfail he had charge of a retail store in Calgary.

Newsy Notes From Here and There

Hamilton, Ont. — Canadian Polishes Ltd. are now in the Hoem Bank Bldg., 70 James Street N.

Toronto.—Mr. Conoer, local manager of the Martin-Senour Co., returned this week from his vacation.

* * *

Toronto.—T. B. Williamson, of H. S. Howland Sons & Co., Toronto, has returned to the office after a holiday in Muskoka.

* * *

Montreal.—George Henderson, president Brandram-Henderson, Ltd., left for a two weeks' trip to the Maritime Provinces. J. H. Gordon, secretary-treasurer The Sherwin-Williams Company of Canada, Ltd., is spending several weeks in the West, visiting various branches of his firm.

* * *

Montreal.—Herbert Kennedy, manager the Standard Paint Company of Canada, Ltd., is spending his vacation at out-of-town points. J. H. Rose, vice-president and treasurer S. Smith and Sons, motor accessories, is in Montreal. Colonel Hatch, of the Canada Steel Goods Co., was in Montreal during the week.

Montreal.—Royal Cluxton, manager of the Canada Paint Company, is away to United States points on his vacation.

Harold E. Taylor, manager of Sales Promotion Department, Canada Paint Company, has returned to the city after spending his vacation in the Northern States.

* * *

Standard Tube Co. Changes Name

Woodstock, Ont.—Standard Tube & Fence Company, Limited, has been authorized to change its name to Standard Tube Company, Limited. The manufacture of wire fence has been discontinued, and as the future will be devoted to the tubing business, the change in name was desirable. Expansion of the tubing line is now under way, and the new company expects to be able, shortly, to place on the market a complete range of close joint and gas and electric welded steel tubing. No change has been made in the company's personnel.

Not in many years have there been such bumper crops in Western Ontario and merchants are preparing for record business. At the Western Fair to be held in London next month every square foot of exhibition space has been taken and many late comers will have to show outside. Many of the hardware men are already busy with their plans for fancy window trims.

Hardware Letter Box

TABLE OIL CLOTH

Dubensky Bros., Ford, Ont.—Can you tell us the name of firm making table oil cloth?

Answer.—The Dominion Oil Cloth Co., Montreal, Que.

LIVINGSTONE VACUUM CLEANERS

Latimer & Johnston, Collingwood, Ont.—Can you tell us who are the makers of the Livingstone Vacuum Cleaners?

Answer.—The makers are the Livingstone Vacuum Sweeper Company, 1313 W. Congress St., Chicago, Ill.

PETER WRIGHT ANVIL

J. O. Demors, Thetford Mines, P.Q.—Can you inform us of the address of the maker of the Peter Wright anvil?

Answer.—These anvils are made by Peter Wright, Dudley Works, Stourbridge, England.

GASOLINE IRONS

D. S. Aldridge, Bright, Ont.— Where can I procure the Comfort gasoline sad iron in Canada?

The Comfort gasoline iron is stocked by the following jobbers: H. S. Howland, Sons & Co., Toronto; D. H. Howden Co., Ltd., London, Ont.; Merrick-Anderson Co., Ltd., Winnipeg; the J. H. Ashdown Hardware Co., Winnipeg.

MANUAL TRAINING BENCHES

J. T. Henderson, Niagara Falls, Ont.—Can you tell us where we can procure carpenters' benches as used in technical schools?

Manual training benches are sold by the Canadian Richards-Wilcox Co., Ltd., London, Ont., the Globe Furniture Co., Ltd., Waterloo, Ont., the Aikenhead Hardware Co., Toronto.

WOOD MALLETS

John Bailes & Sons, Oshawa, Ont.—Can you give us the names of makers of wood mallets in Canada or U. S. A. and who specialize in tennis mallets?

R. A. Sproule, Ottawa; Piqua Handle Mfg. Co., Piqua, O., U.S.A.; Slazengers, Ltd., 53 Yonge St., Toronto. The last named specialize on tennis goods.

ICE SAWS

Edgar Barette, Hull, Que.—Will you please let us know who makes Ice Saws to be worked with gasoline engine.

Henry Disston & Sons, Ltd., Toronto; Shurly Dietrich Ltd., Galt, Ont.; E. C. Atkins & Co., Hamilton, Ont.

HAND BELLOWS

Cochrane Hardware, Ltd., Sault Ste Marie, Ont.—Kindly advise us where we can procure hand bellows for prompt shipment.

The Aikenhead Hardware Co., Toronto; Canadian Blower & Forge Co., Merlin, Ont., A. B. Jardine & Co., Hespeler; Sheldon's, Ltd., Galt.

WESTERN NOTES

Winnipeg.—J. L. Paul, manager of the Brandram-Henderson Co., Winnipeg, is making a two weeks' trip through Manitoba and Saskatchewan.

Winnipeg.—C. H. S. Bamford, of the J. H. Ashdown Hardware Co., is spending a two weeks' vacation at Kenora, Ont. L. C. Stephens, of G. F. Stephens & Co., Ltd., is spending a two weeks' vacation at Keewatin, Ont.

Regina, Sask.—Jas. Feir, local manager of Wood Vallance, Ltd., wholesale hardware company, has let a contract for the erection of a large residence in Lakeview, which will cost, when completed, about $15,000.

Lethbridge, Alta.—Many complimentary remarks by convention delegates were heard about some of the special convention week window displays of the merchants. That of Hick-Sehl Hardware Co. was especially mentioned by President Jardine, of Kansas, as excellent, artistic and helpful.

Vancouver.—There has been a reorganization in the General Specialty Co. of Vancouver, manufacturers of Kwik Hand Cleaner, and several other sanitary and domestic specialties. J. D. Gilchrist and J. A. Brownsword have purchased the interest of F. W. Hodgetts.

Chain Stores Show Large Profits

S. S. Kresge Co., Detroit, Mich., is Now Operating 181 Stores—Offering New Issue of Gold Serial Notes

, The S. S. Kresge Company, Detroit, Mich., one of the largest chain store systems in the United States, is offering a new issue of seven per cent. serial gold notes, the entire issue amounting to $3,000,000. Figures indicating the development of this company are interesting. The business was first started in 1897, and the company has built its activities from a small beginning to 181 stores. The gross business of the company in 119 was $42,668,061 as compared in the first year of the organization, 1909, with $5,116,099. Net profits after federal taxes for the five years ended December 31, 1919, have averaged $1,852,951 per annum. Net profits after federal taxes for the year ended December 31, 1919, were $2,280,201.

The business of the Kresge Company is carried on largely in the state of Michigan, and consists of five and ten cent stores. A number of new stores has been added each year, until they now number over one hundred and eighty.

Canada's Copper Production in 1919

Copper Production in 1919 Lightest Since 1911 —Zinc, Lead and Nickel Also Lighter

ACCORDING to preliminary official returns, the Canadian production of copper fell from 59,384 tons of 2,000 lbs. in 1918, the highest on record, to 37,562 tons in 1919, the smallest since 1911. Of the total, 27,160 tons were contained in blister copper and in matte produced in Canada, part of which was refined at Trail, B.C., and part at Port Colborne, Ontario, the balance being exported for refining, while 10,402 tons were estimated as recovered from ores exported to United States smelters. The total production of refined copper in Canada last year was 3,487 tons (2,000 lbs.) against 3,809 tons in 1918, practically all of which was produced at the electrolytic refinery of the Consolidated Mining & Smelting Company at Trail.

The zinc production last year amounted to 15,869 tons (2,000 lbs.) against 17,451 tons in 1918. The production of refined zinc (all of which was produced at Trail) was last year 12,326 tons against 12,574 tons in 1918, 9,985 tons in 1917, and 2,974 tons in 1916, the first year in which commercial zinc was produced in the country.

Canada's output of lead in 1919 was estimated at 21,948 tons (2,000 lbs.) against 25,694 tons in the previous year, the figures representing the quantity of refined lead and pig lead produced in Canada from Canadian ores, together with the lead estimated as recovered from ores exported to the United States. The 1919 production included 16,446 tons of refined lead produced at Trail.

The nickel production of Canada in 1919 is given as 22,272 tons (2,000 lbs.) against 46,254 tons in 1918. The new refinery of the International Nickel Co. at Port Colborne commenced operations in July, 1918, and the smelter of the British America Nickel Corporation started operations in January, 1920, the refinery of the latter plant having an annual capacity of about 7,000 tons of nickel and 3,500 tons of copper.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

1489. **Construction material.**—A leading firm in Roumania for construction of houses desire to receive catalogues, price lists and quotations from Canadian firms in a position to export construction material of all kinds.

1490. **Rubber goods and celluloid.** — A Manchester firm are open to represent manufacturers of celluloid goods and manufactures of rubber.

1491. **Textile card-wire.** — A Manchester firm can purchase large quantities of textile card-wire. (A sample of the material desired is in the possession of the Commercial Intelligence Branch, Department of Trade and Commerce.)

1476. **Heavy chemicals, leather, metals and lumber.**—A firm in Rome dealing in the foregoing articles would be glad to hear from Canadian exporters who handle these commodities.

1477. **Tanned leathers, chemical products, dyeing extracts, machinery, tools, etc.** — A Genoese import and export house would be glad to enter into relations with Canadian exporters of tanned leathers, chemical products, dyeing extracts, machinery, tools, etc.

1480. **Lead ingots, linseed oil, turpentine, carbonate of soda, varnishes, paints.** — A firm in Genoa are disposed to do business with Canadian firms in the above articles.

1481. **Motor-cycles, lubricating oils, varnishes, etc.**—A very important firm in Rome would buy on its own account the foregoing articles, or act as representatives for Canadian firms.

1483. **Oils, etc.**—A Manchester firm would like to receive offers of all kinds of oils, fats and waxes.

1485. **Paints and varnishes.**—A commission agent in Roumania desires to receive samples and quotations from Canadian firms in a position to export all kinds of paints and varnishes.

1486. **Linseed.**—An Australian firm manufacturing linseed oil and meal wish to secure large quantities of linseed in Canada.

1487. **Construction material.** — A leading firm in Roumania for construction of houses desire to receive catalogues, price lists and quotations from Canadian firms in a position to export all kinds of construction material.

1488. **Construction material.**—A firm in Roumania desire to receive catalogues, price lists and quotations from Canadian firms in a position to export all kinds of construction material.

1466. **Tools.**—A firm in Roumania desire to receive quotations and other particulars from Canadian firms in a position to export all kinds of tools.

1468. **Electric apparatus.**—A firm in Roumania desire to receive quotations and other particulars from Canadian firms in a position to export electric apparatus of all kinds.

1461. **Hardware.**—A Manchester firm are in a position to import all kinds of hardware.

1460. A Manchester firm are open to import hardware lines, including mechanics' tools.

1459. **Asbestos.**—A firm in Roumania desire to receive quotations and other particulars from Canadian firms in a position to export asbestos.

1441. **Wood Alcohol.**—A Manchester firm would like to receive offers of wood alcohol.

1442. **Leather.**—A Leicester firm are in a position to import upper leather such as glace kid, box calf, and soling leather.

1443. **Leather.**—A Manchester firm are always prepared to consider offers of sole and upper leather.

1444. **Leather.**—A Northampton firm are open to purchase upper leather for boots and shoes.

1445. **Leather manufactures.**—A Manchester firm would like to hear from exporters of leather manufactures.

1446. **Leather and belting.**—A commission agent in Roumania desires to receive quotations from Canadian firms in a position to export all kinds of leather and belting.

1447. **Leather belting and industrial installations.**—A firm in Roumania desire to receive quotations and other particulars from Canadian firms in a position to export industrial installations and leather belting.

Catalogs and Booklets

The Stanley Works, New Britain, Conn., hvae issued a new folder illustrating Set No. 1783 of the Stanley Works Garage Hardware.

They state that this set is a popular combination for the better class of garage. It has the ball-bearing hinges, foot and chain bolts, and the 1774 garage door holder.

Readers of Hardware and Metal may have a copy on writing the above-named firm, quoting B12, the key number for this booklet.

The Thermos Bottle Co., Ltd., of 146 Wellington Street, West, Toronto, have issued a new catalogue of their line of goods. The catalogue is fully illustrated and describes each article they now manufacture, comprising Thermos bottles, food jars, carafes, tray sets, lunch kits, picnic sets, motor kits, etc., as well as a list of repair parts of Thermos products. A copy may be obtained by Hardware and Metal readers on request from the above-named firm.

Travellers' Day at Prince Albert Fair

Eight Thousand People Attended, And the Success was Characteristic of the Organization

Prince Albert, Sask.—Travellers' Day at the Prince Albert Fair last week passed off with a spirit of vim and enthusiasm characteristic of an organization that knows what it wants and bends its energies to achieve its object. From the time the freak menagerie left the depot in the morning until the dance in the moonlight was over not a dull moment was experienced and the travellers' association is to be complimented upon its ability to arrange a good day.

The attendance at the fair during the afternoon attained large proportions and there must have been 8,000 present. The grandstand was filled to overflowing with an appreciative audience who applauded the racing and the stage performances offered for its amusement. A large audience unable to obtain seats on the stand contented itself by watching the performance from other points of vantage.

Fred. Ford was director of the operations, and great credit is due him and the travellers for the outstanding success.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

STEER WARM, MOTOR HEATER, SHOCK ABSORBER

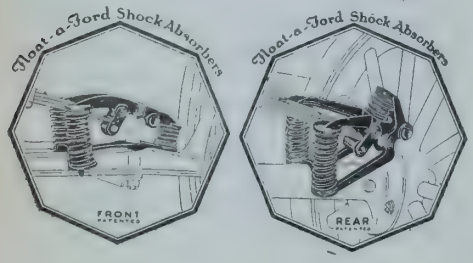
New lines being put out for the motor accessory trade by Motor Sundries Ltd., Toronto, include the Steer Warm for

cold weather. This device consists of two leather covered grips, one for each hand, which lace to the steering wheel at a place convenient for driving. Special resistance wires are arranged between copper plates so that with a very small current the grips are kept warm. After a certain heat is attained an even temperature is then held. A type designed for the Ford car is heated from the magneto. One of the outstanding claims for this article is the importance of keeping the hands warm and the fingers nimble

Motor Heater

while steering a car in the cold weather.

The Ironclad is an improvement on the Mayall motor heater. It is stated that less current is consumed than formerly and the element is adjustable. The device allows the motorist to take advantage of arrangements made by some municipalities for power outlet on the street to which heaters on motor cars may be attached. The device is also used, of course, in garages. As illustrated the heater consists of a steel housing with enlarged space for water in which is inserted the nickel chrome heating element with plug attachment. The element is guaranteed for six months.



The Float a Ford Shock Absorber is another line being marketed by Motor Sundries Ltd. The principle of this device is to absorb both upward and downward shocks, three springs being provided for the purpose. It is stated that the device allows free expansion and contraction of the Ford spring and prevents side thrusts. These springs are produced in three weights — touring, coupe, sedan and commercial and roadster. The device is fully guaranteed and sold under a refund offer if not satisfactory.

HYRATE ELECTRO TROUBLE DETECTOR

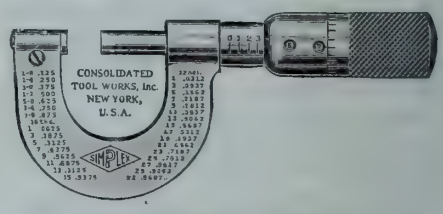
The Service Station Supply Co., of 30 East Larned St., Detroit, Michigan, has developed a combination instrument for detecting troubles in the electrical apparatus of any make of automobile.

It is claimed that the Hyrate ELECTRO TROUBLE DETECTOR combines five instruments in one, and is so designed that a series of simple tests, readily made and requiring no special electrical training, will enable anyone with this instrument to discover the cause of any defect or failure in the generator, starting motor, lights, horn, switches, wiring, battery or ignition apparatus.

This tester is handled in Canada by the Chas. E. Goad Engineering Co., Toronto.

SELF-READING MICROMETER

The Simplex Micrometer is a new self-reading instrument made by the Consolidated Tool Works, 261 Broadway, New York.



Self-Reading Micrometer

This tool is based on the established design of standard micrometers, but it is claimed has the advantage of easy reading numerals instead of the familiar graduation. The exact reading is at all times in plain view and can be seen at a glance, which it is stated will save time for the user and prevent mistakes in reading and in computing measurements.

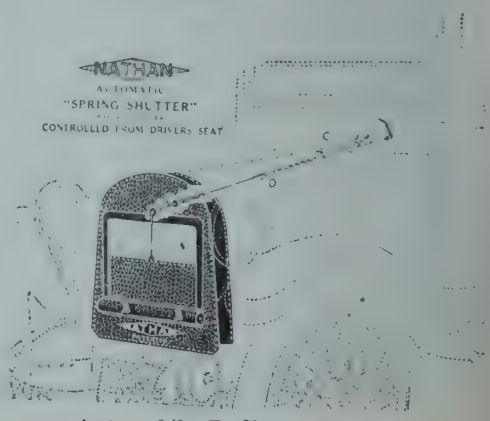
There are only two working parts in the self-reading unit of the tool, and these are made of hardened steel.

The maker claims that any one who can read three figures can successfully use this micrometer with accuracy.

AUTOMATIC SPRING SHUTTER RADIATOR COVER

The Nathan Novelty Mfg. Co., 55 Fifth Ave., New York, are marketing what they describe as the latest design in radiator covers. It consists of a frame coated with rubber and rubberized to the Kersey felt lining. It is operated from the driver's seat and, it is stated, unlimited adjustment can be made even while car is in motion.

The spring shutter, the makers claim, offers the best method of regulating temperature of motor, as it operates from the bottom up, and radiators freeze at the bottom first.



Automobile Radiator Cover

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

HIGHER prices are noted on many lines of hardware commodities this week. Galvanized conductor pipe and elbows have higher quotations, together with eavetroughing and metallic shingles. Other lines that show an advance in price are farriers' hammers and horse rasps, wheelbarrows, wrapping paper, brass and steel jack chain and cut nails. Sash weights, car movers, hay wire and fibre chair seats are also marked up.

Certain lines of builders' hardware comprising lock-sets, locks and door knobs are advanced in price.

Snowshoes for fall booking bear a higher price and a considerable increase in the new prices just issued for lawn mowers for next season is noticed.

While business has fallen off a little, it is greater than usual at this time of the year, in most lines, and jobbers state they could do more if they could get larger supplies.

Shortage of supplies is reported in many quarters, and this is especially noticeable in the heavy lines of hardware, such as galvanized and black sheets, boiler plates and tubes, stoves and ranges, Canada plate and nails. Wrought iron pipe, both black and galvanized, is also very short.

Further increases in the price of heavy goods in iron and steel is expected as a result of the higher freight rates which take effect in the United States about the end of this month.

Collections are said to be coming in satisfactorily.

MONTREAL MARKETS

MONTREAL, August 12.—Activity is greater at this season of the year than it was this time a year ago, jobbers report. Each month indicates favorable increases in the volume of trading, and this is hardly looked for. There are some important advances, builders' hardware having advanced from 5 per cent. to 12½ per cent., according to finish and material. Fibre chair seats are higher. Yard sticks have advanced, this being due to increased charges for Government stamping. One line of silverware has been revised upward. Two lines of egg timers are marked up. Car movers of "Samson" make are advanced in price. Knob screws are quoted higher, old material has a firmer undertone, steel and iron bars are firm. Cut nails advanced to $6.90 per keg, but standard wire nails are unchanged. There is an excessive and an insistent demand for binder twine. An advance has been made for hay wire. One dollar has been added to the horse nail list. Sash weights are marked up. Altogether there is a better tone to business than is found in many trade circles, and despite the shortage of some lines the volume of business being transacted is remarkably heavy. In a general way the outlook is anticipated as a favorable one.

Fibre Chair Seats Go Up in Price

Montreal.

CHAIR SEATS. — Fibre chair seats have been revised upwards this week, following prices being in effect: 13 in. per dozen $1.60; 14 in. $1.75; 15 in. $1.95; 16 in. $2.10.

Advances Are Made For Builders' Hardware

Montreal.

BUILDERS' HARDWARE.—An advance of approximately 12½ per cent. has been made in various builders' hardware, jobbers announce. No change has been made in common locks or lock sets, prices remaining as they were previously. The 12½ per cent. increase applies to steel or iron lines, while an approximate increase of 5 per cent. applies to brass or bronze.

More Money Charged For Some Yard Sticks

Montreal.

YARD STICKS.—Higher prices are in effect for yard sticks No. 7122 being quoted at $5.00 and No. 7422 at $6.25. A recent change in Government stamping charges is doubtless due to a certain extent for this advance.

Silverware Prices Are Again Revised

Montreal.

SILVERWARE.—A change of the discount from 30 per cent. to 20 per cent. has been made for all Rogers' Brothers 1847 silverware.

Egg Timer Prices Are Marked Higher

Montreal.

EGG TIMERS.—Two leading lines of egg timers are marked higher this week, "Silver's" being quoted at $8.40 per dozen and "Three Minute" at $6.00 per dozen.

More Money Charged For Line Car Movers

Montreal.

CAR MOVERS.—A rather stiff advance has been made in the price of Samson car movers which are now quoted at $90 per dozen. This is due to increases for labor and also steel.

Sheet Prices Firm, With Supply Short

Montreal.

SHEETS AND PLATES.—Prices have remained firm on all gauges of sheets. Little encouragement is manifest here for an early easing of the stringency. It may be that some odd lots will come to hand in September, but as yet a general improvement has not been suggested

by those importing the products. Prices are bound to rule high until there is relief in the matter of supplies.

BLACK SHEETS—		
10 gauge	....	10 00
12 gauge	....	10 00
14 gauge	....	10 10
16 gauge	....	10 45
18-20 gauge	....	9 50
22-24 gauge	....	10 45
26 gauge	....	10 50
28 gauge	....	10 50
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	13 00
28 gauge	....	12 60
26 gauge	....	11 25
22 to 24 gauge	....	12 05
20 gauge	....	12 05
18 gauge	....	12 05
16 gauge	....	10 75
English Standard—		
28 gauge	13 00	13 50
26 gauge	12 75	13 25
24 gauge	12 15	12 65
22 gauge	11 80	12 30
18 and 20 gauge	11 35	11 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Knob Screws Advance to Forty-five Cents

Montreal.

KNOB SCREWS.—An advance has been made in the price of ordinary door knob screws, the net price to the trade now being 45c per gross.

Still Firm Undertone on Iron and Steel Bars

Montreal.

IRON AND STEEL.—The manufacturers are behind on delivery of some sizes of bars and there is little improvement reported in jobbing circles. Prices are quite firm. If some of the reports current are borne out shortage will continue for weeks, and perhaps longer. Whether prices will again advance is uncertain. Changes may not come immediately, but any revision is likely to be that of an advance of price. Manufacturers report little easing of the situation, one leading mill stating that there was still a shortage of the raw material.

IRON AND STEEL

Iron finish machinery steel		5 35
Norway iron	13 50	15 00
Single reeled machinery steel		6 80
Spring steel		5 80
Sleigh shoe steel		5 30
Tire steel		5 50
Toe calk steel, per 100 lbs.		6 20
Band steel		5 30
Harrow tooth steel		5 45
Mining tool steel, per lb.		0 34½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Bar iron, base		4 95
Refined iron, per 100 lbs.		5 95
Mild steel		5 30

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Better Tone Surrounds Various Old Materials

Montreal.

OLD MATERIAL.—Prices are somewhat steadier on various old scrap metals. Mills, while not buying in some instances, are inclined to make more frequent enquiry and large factors in the accumulation of old metal are hopeful that conditions will improve. This means that there will be a tendency to firmer prices and the outook for the fall trading is much better than it was two or three weeks ago.

Dealer's Buying Prices

Automobile tires	0 02½	0 03
Yellow brass	0 09	0 10
Red brass	0 16	0 17
Light brass	....	0 06½
Scrap zinc	....	0 06¼
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	30 00
Heavy melting steel	24 00	25 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Solders and Lead Products Holding

Montreal.

LEAD PRODUCTS.—Prices are held firmly on these products, the cost of manufacturing and the maintained high basis for lead tending to stabilize the market. Solders and lead pipe, sheets, etc., are steady and unchanged.

Lead pipe, per 100 lbs.	....	17 00
Lead waste, per 100 lbs.	....	18 00
Note.—Lead pipe is subject to a discount of 10%		
Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	....	0 13¼
Do., 4 to 8 lbs. sq. ft.		0 13
Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.		
Solder, guaranteed, lb.		0 37½
Solder, strictly, lb.		0 35½
Solder, commercial		0 33
Solder, wiping, lb.		0 32¾
Solder wire (8 guage)—		
40-60		0 37½
40-55		0 39¾
50-50		0 42¼
Zinc sheets, casks		0 16½
Do., broken lots		0 17

Orders Will be Many This Fall For Wares

Montreal.

WARES.—While there is very little new in the situation, and although present movement of wares is not extensive, the outlook is very satisfactory. Prices will naturally be firm this fall on these lines, and manufacturers are not so sure that it will be possible to obtain the desired tonnage of sheets for manufacturing. Orders will begin to move out to the trade in about a month for fall trade, and in the meantime manufacturers are looking around for the requisite material to make these goods.

Stove Sales Will be Active This Fall

Montreal.

STOVES.—The indications are all of the best for an active sale of stoves and heaters this fall. Some makers report that they will have fairly good stocks to begin the season with, but the average comment indicates that there will be a greater sale for stoves—and particularly for heaters—than ever before. Prices are unchanged as yet, but these are ruling firm.

Cut Nails Now on a Basis of $6.90

Montreal.

NAILS.—The movement of nails to the trade has been unabated. As expected in some quarters, and as definitely forecast as a strong probability by Hardware and Metal, cut nails have advanced, the basis increasing from $6.40 to $6.90—a straight increase of 55 cents per keg. There has been no change in standard wire nails, which hold still at $6.40. At the same time there is no guarantee that wire nails will not be higher. They are very scarce and it will not be surprising if higher prices become effective.

Heavy Demands Now For Binder Twines

Montreal.

BINDER TWINE. — The heavy demands for binder twine at the present time are somewhat unprecedented. "We are getting heavier repeat orders from customers than the placing orders were in the spring," said an Eastern Canada representative to Hardware and Metal, "and it is almost impossible to fill the same. We look for relief very soon, but at present we cannot fill all orders. It is one of the best seasons here on record." Prices are firm but there has been no change quotably.

Rope Basis Steady, With Light Movement

Montreal.

ROPE AND CORDAGE.—Sales of rope are steady, but the midsummer condition of quiet prevails. Price are ruling without change, and while there have been some advances on raw material there has not, as yet, been any advance of price on the made up rope. Pure manila is selling on a base price of 35½c, New Zealand and British manila at 28c and sisal at 22½ cents.

Hay Wire Higher; and Is Scarcity

Montreal.

HAY WIRE.—Prices have advanced on cut hay wire. This is not a great surprise to the jobbing trade for there is a great scarcity of wire in most forms. The standard wire in 6 to 10 foot cut lengths is now selling as follows: No. 9, per hundred lbs., $7.05; 10, $7.15; 11, $7.20; 12, $7.30; 13, $7.40; 13½, 7.45; 14, $7.60; 15, $7.75; 16, 7.90. Singe loop bale ties, from 12 to 16 gauge, are based at the same relative prices. Previously these carried a 30 cent advance over cut wire ties.

Horse Nail List Prices Are Higher

Montreal.

HORSE NAILS. — Prices have advanced on Capewell horse nails. The net advance over list price is $1 per 100 lbs. and the change is at once effective.

Increase Is Made on Sash Weights

Montreal.

SASH WEIGHTS.—Prices are revised

upward on sectional and solid sash weights. Solid are now quoted at $6 per 100 lbs. and sectional at $7.00.

Excessive Demand For Gasoline and Coal Oil

Montreal.

GASOLINE, COAL OIL.—There has been a firm, though unchanged basis this week for gasoline and coal oil. The high prices do not seem to have deterred the buyer. Prices are 31c to 33c per gallon on coal oil and average from 41½c to 46½c for gasoline.

Ingot List Is Held With Trading Limited

Montreal.

INGOT METALS. — There has been little new feature in the market list this week, and local trading conditions are rather quiet. This is to be expected in mid-August. There has been some uncertainty with regard to prices in view of the European situation but at this writing the outlook is somewhat more encouraging.

TIN.—In view of the war talk over the Polish situation there was uneasiness during the week. Prices tended to sag, but locally the situation is somewhat better and prices remain unchanged at 56c to 57c per lb.

COPPER.—This is quiet but there has been no change of any consequence, prices remaining unchanged at 24c for casting and half a cent higher for electrolytic.

LEAD.—The market is held at 10¼c per lb. Trading is seasonably light.

ANTIMONY.—Steady but unchanged and with average quantities this is selling at 10½c.

ALUMINUM. — Not of outstanding interest here. Prices range from 37c to 39c per b.

SPELTER.—What limited trading is transacted is being done on the basis of around 10¾c per lb.

TORONTO MARKETS

TORONTO, Aug. 12.—Considerable increases in prices are noted this week and among the lines advanced are conductor pipe and eavestrough, with elbows and allied lines which are now 10 per cent. higher. Lock-sets and locks and door knobs have also been marked up and new prices are given on post-hole augers, sap spiles and spring hinges.

Lawn mowers for 1921 season will be considerably higher; the new lists just out showing an advance of about a third.

Large shortages in black and galvanized sheets, boiler plates, boiler tubes, and iron and steel rods and bars.

Stocks of these heavy lines are everywhere low, with little improvement expected.

Business, considering the season, is good and collections are fair.

Roofing Demand Good; Prices Unchanged

Toronto.

ROOFINGS—A fair demand for roofing and tarred and dry fibres and kindred lines is being experienced, though a noticeable slackening is lately observed. Raw materials in these goods are reported as being a little easier to get now and no price change is expected for the present. Tarred fibre No. 2 is quoted at $1.45 per roll.

Wooden Clothes Pins Advance in Price

Toronto.

CLOTHES PINS. — The common variety of wooden spring clothes pins are now selling at $1.85 per 5 gross box.

Waste and Oakum Moving Freely

Toronto.

COTTON WASTE AND OAKUM.—A good demand for these products is reported, business being above average. The various lines of cotton waste show no change in price and are as per current market quotation pages. Plumbers, oakum is quoted at $5.00 bale.

Some Lines Builders' Hardware Advance

Toronto.

LOCK SETS. — There has been an advance on Canadian makes of locks, lock-sets and knobs of approximately 10 per cent. The higher cost of raw material is said to be the cause.

Electric Washers in Good Demand

Toronto.

ELECTRIC WASHERS. — There is a good sale for electric washing machines being reported and business is also good for the ordinary washers and wringers. The Seafoam Electric Washer is now quoted at $160.00 list; the New Century is $19.75, and B, $21.75; less 20 per cent.

Demand Seasonable For Cordage and Twines

Toronto.

ROPE.—The rope situation is unchanged. Business is reported brisk, especially in binder twine, which is moving freely. Prices remain unchanged and are to be found on the current market quotation pages.

Galvanized Sheets Show no Improvement

Toronto.

GALVANIZED SHEETS. — The unparalelled shortage in galvanized sheets shows no sign of any improvement. Manufacturers frankly state that stocks are very low in all gauges and report an inability to procure raw material.

Opinion is expressed that labor is more plentiful and the increased freight rates in the U. S., which go into effect before the end of the month, may help somewhat by providing more cars, which have been diverted for other purposes.

Prices given are but nominal and depend on ability to ship.

BLACK SHEETS

14 gauge	....	$8 95
16 gauge	....	9 00
18-20 gauge	....	9 45
22-24 gauge	....	9 50
26 gauge	....	9 55
28 gauge	....	9 65
3-16 inch plate	....	9 75
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$12 50	$12 00	$13 25
U.S. 28	11 45	12 70	11 45	12 85
U.S. 26	11 15	12 40	11 15	12 55
22 and 24	11 00	12 25	11 00	12 40
18 and 20	10 70	11 95	10 70	12 10
16	10 70	11 95	10 70	12 10
12 and 14	10 55	11 20	10 55	11 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Belting and Cut Laces Remain Steady

Toronto.

BELTING AND LACES.—No change in price is anticipated at present in leather belting and leather belt laces. A recent reduction in hides was in the poorer grades only, which do not enter into belting or laces, the manufacture of which calls for the backs of the higher grades of hides and the prices of these have continued to be firm. Discounts as shown on current market quotation pages remain in effect.

Sash Cord Moving Well; Price Steady

Toronto.

SASH CORD.—A good demand for sash cord is reported, due principally to building operations continuing good. While the price of raw cotton remains steady, no decline in price is expected

either in sash cord or cotton rope and twine.

No shortage in the raw materials is observed.

Bar Iron and Steel Supplies Short

Toronto.

BAR IRON AND STEEL.—The market report of these is that stocks are low and supplies hard to get. Jobbers and dealers state they are getting all the business they can handle and could do more if deliveries were better. The base price on bar iron remains round $5.50 with $6.00 quoted for sizes under ¼.

Common bar steel, 3-16 in. and lighter	$ 6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and lighter	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 95
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Continued Scarcity in Pipe Fittings

Toronto.

PIPE FITTINGS.—A continued scarcity in pipe fittings is reported from all quarters. Certain sizes appear to be off the market and stocks everywhere are light. There is no change at present in price and demand is a little quieter.

Quotations are as follows:

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅛-in. to 3-in. and larger	25%
Dart union, ¼-in. to 2-in.	8%
Do., 2½-in. and larger	Plus 5%
Nipples, up to 4-in.	50%
Do., 4½-in. and larger	40%
Do., running thread, 4-in. and under	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Gas Stoves and Ranges Reported Scarce

Toronto.

GAS STOVES.—The demand for different lines of gas ranges has been such that manufacturers have been unable to keep sufficient stoves on showroom floor for display purposes. The supply of raw material, too, has greatly handicapped production.

Fairly Heavy Demand For Range Boilers

Toronto.

RANGE BOILERS.—Stocks of these are reported very low. The raw material is hard to get, and higher in price. There seems to be no visible improvement in conditions in sight. Although prices on these goods are higher, dealers and manufacturers report having all the business they can handle.

The 66 gal. size in the extra heavy is now quoted at $40.00. Prices on the different sizes are as follows:

RANGE BOILERS—	Standard	Ex. Heavy
30-gallon	$15 00	$18 00
35-gallon	18 00	21 00
40-gallon	20 00	23 00
52-gallon	25 00	29 00
66-gallon	35 00	40 00
82-gallon	42 00	48 00
100-gallon	55 00	65 00
120-gallon	70 00	80 00

Wrapping Paper Makes Big Advance

Toronto.

WRAPPING PAPER. — There has been a big advance in wrapping papers and the best quality kraft is now quoted at $17.75 per 100 lbs.

Post Hole Augers Prices Changed

Toronto.

POST - HOLE AUGERS. — The Vaughan make of post-hole augers is revised in price as follows:

6 in., doz.	$17 85
7 in., doz.	19 80
8 in., doz.	21.65
9 in., doz.	22 65
10 in., doz.	25 60

Eureka Sap Spouts Revised Upwards

Toronto.

EUREKA SAP SPOUTS are now quoted as follows: Regal, bronze, $16.85 per thousand; galvanized, $23.75.

Spring Hinges and Screen Door Sets

Toronto.

SPRING HINGES AND SCREEN DOOR SETS.—New prices are quoted on these lines as below:

Spring hinges, No. 200, $2.50 doz. prs.; 201, $3.30; 202, $2.95.

SCREEN DOOR SETS.—No. 1200, $3.70; 1201, $4.30.

Lawn Mowers For Next Season 33 1-3% Higher

Toronto.

LAWN MOWERS. — The new price lists issued for lawn mowers for 1921 indicate that next season's prices will be about one-third more than this year's.

Increased operating costs, raw materials and labor are said to be the cause for this big advance.

Slight Change on Solid Sash Weights

Toronto.

SOLID SASH WEIGHTS have been changed slightly and are now quoted at $5.00 per 100 pounds.

Jack Chain Goes a Little Higher

Toronto.

JACK CHAIN.—Advances have been put into effect on the various sizes of both steel and brass jack chain and the brass is now about 10 per cent. higher and the steel 15 per cent.

Nails, Both Wire and Cut, to Cost More

Toronto.

NAILS GOING HIGHER. — The nail situation is very unsettled at present Stocks are low and with deliveries uncertain prices are apt to vary. Cut nails are $7.50 and wire $6.40.

These prices are not expected to be held for long as an advance is looked for.

Little Trading Done in Iron Pipe

Toronto.

IRON PIPE.—Jobbers report but a small amount of business being done in black and galvanized pipe—the reason given is that it is scarce and hard to get. Higher prices would surprise none, and with other heavy lines it is felt that prices will be affected by the increased freight rates. List No. 46 is the latest and prices are as follows:

Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	23.74
2	28.31	34.97	32.01	38.67
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Galv.
2	$32.01	$38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

Asbestos Products Having Ready Sale

Toronto.

ASBESTOS GOODS. — The various lines of asbestos goods are said to be moving freely and prices are firm with no changes at present.

10% Advance on Conductor Pipe

Toronto.

CONDUCTOR PIPE. — There has been an advance this week on conductor pipe of 10 per cent., and it is now selling plus 25 per cent. on list. Materials are very scarce and though business is reported fair dealers state they could do more if they had the goods.

The new net prices would be as follows:

2 in., 10 ft. lengths	$10.00	per 100 ft.
3 in., 10 ft. lengths	12.13	" "
4 in., 10 ft. lengths	16.00	" "
5 in., 10 ft. lengths	21.88	" "
6 in., 10 ft. lengths	26.63	" "

Eave Trough Now Quoted 25% Above List

Toronto.

EAVESTROUGH. — Together with conductor pipe, eavestroughing, eavestroughs and elbows, and allied goods have advanced a further 10 per cent., making 25 per cent. above list the new selling price. Scarcity and higher prices on sheets is given as the cause.

Boiler Tubes, Prices Nominal; Stocks Light

Toronto.

BOILER TUBES. — Stocks of these are at an extremely low level and prices quoted are purely nominal. No expectation is held of an early improvement in the situation and dealers do not anticipate any lower prices—the tendency seems to be the other way.

Valves and Compression Goods Remain Firm

Toronto.

VALVES AND COCKS. — No particular shortage is noticed in these brass goods and demand has been fair. Prices on the better known lines are given in the current market quotation pages.

Lead Products Firm, With Demand Steady

Toronto.

LEAD PRODUCTS. — Prices continue firm in lead and zinc products. Trading is a little light and supplies are generally fair. Solder is unchanged with demand steady.

The quotations on principal lines are:

Lead pipe, list, per lb.	0 17
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 43
Solder, strictly, lb.	0 35
Solder, commercial, lb.	0 33
Solder, guaranteed, lb.	0 39
Solder, wiping, lb.	0 33
Lead waste pipe, list, per lb.	0 18
Zinc sheets, per lb.	0 19

Gasoline and Coal Oil Unchanged

Toronto.

GASOLINE AND COAL OIL. — The prices of these remain unchanged and the standard grade of gasoline sells at 40 cents and Royalite at 29½ cents.

Lessened Dealing in Waste Materials

Toronto.

WASTE MATERIALS. — Trading is not reported as being as brisk as usual in waste materials and prices ruling are as follows:

DEALERS' BUYING PRICES

Pipe scrap	11 00
No. 2 busheling	13 00
Stove plate, per ton	28 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 07
Med. brass	7 75
Scrap zinc	6 00
Heavy copper	0 17
Overshoes, lumbermens rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 02½
Heavy lead pipe	0 05¾
Heavy melting steel	15 00
Light copper	0 14
Heavy copper	0 17
Aluminum	0 20
No. 1 machinery cast	33 00
Wrought iron, No. 1, per gr. ton	15 00
Tea Lead	0 05
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06

Some Grades Gas Engine Cylinder Oil Changed

Toronto.

GARGOYLE MOBILOIL. — There has been a net advance of from 10 to 15 cents per gallon on different grades of Gargoyle Mobiloil and the following are new prices:

Gargoyle Mobiloil, Grade E and Arctic, $1.80; Grade B. $1.90; Grade BB, $1.95; Grade A, $1.60.

Ingot Metals Markets Quiet; Demand Light

Toronto.

INGOT METALS. — Trading this week is reported as very slow with slightly lessened quotations in some cases.

TIN.—Tin values have receded on London markets. Importers are quoting 56 cents per pound.

LEAD.—Lead continues fairly firm, with little activity and is quoted at ten cents.

SPELTER. — This was said to be steady but little trading was done at 10 3-4 cents per pound.

ANTIMONY. — This is reported at a lower level on New York markets. Little interest is shown and price quoted is 10 cents.

COPPER. — The market is said to be dull and stagnant but larger sales are anticipated on account of improved transportation and a desire to escape the increased freight rates. Price quoted for casting, 24 cents.

ALUMINUM. — Market dull, with no change in price of 37 cents.

LONDON MARKETS

LONDON, Ont., Aug. 12—Business continues good and in spite of many shortages the amount of sales is very satisfactory. Prices are ruling firm with many advances noted. Among the higher prices quoted are saw sets, ash sifters, gauge glasses, horseshoe nails, locks and lock sets, and, for all booking, snowshoes. Glass, putty and white lead in oil are unchanged, but linseed oil and turpentine are slightly lower and higher, respectively. Summer lines of hardware show lessened demand.

Turpentine Shows a Firmer Tone

London, Ont.

TURPENTINE. — A slightly firmer tone is noted in Turpentine this week and prices given are about five cents a gallon higher than last week's quotations. Supplies are plentiful.

Prices as follows:

1 bbl. lots	$2.65	per Imp. gal.
2 to 4 bbl. lots	2.64	" " "
5 gal. lots	2.80	" " "

Linseed Oil Slightly Easier

London, Ont.

LINSEED OIL. — There has been a fair seasonable sale here for Linseed Oil and the price is a little lower than last week's quotations. The following are prices asked:

	Raw	Boiled
1 to 2 bbls.	$2.12 gal.	$2.15 gal.
3 to 5 bbls.	2.11 "	2.14 "
6 to 9 bbls.	2.09 "	2.12 "

Less bbls. add 15 cents gal.

Snowshoes Will Cost More Next Season

London, Ont.

SNOWSHOES.—Higher prices for fall booking are noted on Snowshoes. This advance has been expected with the high prices ruling on lumber.

New prices are as follows:

	Pair
Boys', 10 in. x 33 in.	$2 65
Ladies', 11 in. x 36 in.	3 75
Tramping, 12 in. x 42 in.	4 40
Club, 14 in. x 42 in.	4 85
Shanty, 16 in. x 42 in.	5 25

Higher Prices on Saw Sets and Jointers

London, Ont.

SAW SETS AND JOINTERS.—Higher prices are asked on Cross Cut Saw Sets and on Saw Jointers. The following are latest quotations: Whiting Saw Sets, $8.25 doz.; Lincoln Saw Sets, $11.50 doz.; Perfect Saw Jointers, $4.00 doz.

Increased Price on Ash Sifters

London, Ont.

ASH SIFTERS.—The common wood side Ash Sifter is going to cost more this fall, and is now quoted at $3.75 per doz.

Nails Very Scarce, With Price Firm

London, Ont.

WIRE NAILS.—Are still reported as being very scarce. Stocks are low and

there is no expectation of conditions being any better for some time. Prices remain: For wire, $6.25 base, and for cut nails, $7.50.

Horseshoes Revised Prices

London, Ont.

HORSE SHOES.—The following are revised prices on Horse Shoes:

Iron sizes 2 and larger ...	$8.25	per keg
Iron sizes 1 and smaller...	8.50	" "
Steel sizes 2 and larger ..	8.70	" "
Steel sizes 1 and smaller..	8.95	" "

Scotch Gauge Glasses Are Now Higher

London, Ont.

GAUGE GLASSES. — Higher prices are quoted on Scotch gauge glasses, and the following are prices on the principal sizes:

½ in. x 12 in., $0.75 doz.; 9-16 in. x 12 in., $0.90; 9-16 in. x 14 in., $1.05; ⅝ in. x 10 in., $0.82; ⅝ in. x 12 in., $1.00; ⅝ in. x 14 in., $1.15; ⅝ in. x 16 in., $1.35; ¾ in. x 12 in., $1.25; ¾ in. x 14 in., $1.45; ¾ in. x 16 in., $1.65; ¾ in. x 18 in., $1.85.

Horseshoe Nails Capewell Brand Advance

London, Ont.

CAPEWELL HORSE SHOE NAILS. —Higher prices are in effect on these goods. The advance has been expected and is approximately $1.00 per 100 lbs. more.

The following are prices per lb. with 10 per cent. discount for 25 lb. boxes, and 5 per cent. off for smaller quantities:

No. 3, $1.57 lb.; No. 4, 57c; No. 5, 27c; No. 6, 26c; No. 7, 25c; No. 8, 24c; No. 9, 23c; No. 10, 23c; No. 11, 23c; No. 12, 23c.

Electric Goods Moving Freely

London, Ont.

ELECTRIC GOODS.—There is a good demand at present for electric goods such as electric irons, toasters, grills and stoves, stimulated doubtless by the recent warm weather.

The discount on the Canadian Beauty line is now 27½ per cent. off list.

Rope Sales Good in Harvest Sizes

London, Ont.

ROPE. — The demand for rope continues good, and harvest sizes are moving well with prices maintained. The business in binder twine is brisk.

Prices on rope below:

Pure manila, 35½c base; British manila, 28c; New Zealand hemp, 28c; Sisal, 22½c.

Seasonable Sale for White Lead

London, Ont.

WHITE LEAD.—A fair demand, considering the season, is reported in white lead in oil. Prices continue firm and are as follows: Pure, tons, $20.45 per 100 lbs.; less tons, $20.80; Elephant Genuine, tons, $20.95; less tons, $21.30.

Window Glass in Fair Demand

London, Ont.

WINDOW GLASS.—No change is reported in prices of window glass. The demand continues fair considering season and price remains at 15 per cent. off list for single and double diamond, and 40 per cent. off for cut lights.

Putty Firm and Unchanged in Price

London, Ont.

PUTTY.—Putty continues to be firm with prices unchanged. Quotations are for Standard, $8.30 and $8.55, and for pure, $10.80 and $11.05, for 100 lb. drums and 25 lb. irons respectively.

Summer Goods Show Slackened Demand

London, Ont.

SUMMER LINES.—The demand for summer goods such as poultry netting, screen wire cloth, doors and windows, lawn mowers, refrigerators, garden hose, etc., has slackened off, and sales for these lines are lighter, with no change in prices noted.

Good Demand for Auto Wheel Coasters

London, Ont.

COASTER WAGONS.—Auto Coaster Wagons are having a brisk sale at present, and are quoted at 35 per cent. off list.

Electric Washers Selling Well

London, Ont.

ELECTRIC WASHERS.—Despite recent advances in the cost of these machines business in them is reported as being good, and a good demand has also been observed for both the water motor and the regular hand power washer, as well as for wringers. The cost price of these is still 20 per cent. off list.

Knobs, Locks and Lock Sets Are Marked Up

London, Ont.

LOCK SETS.—Higher prices go into effect on some lines of lock sets, locks and knobs. The advances are from 5 to 10 per cent. higher.

WINNIPEG MARKETS

THERE does not seem to be any slackening as yet regarding higher prices on hardware commodities. This week brings many more advances, with two or three declines. Business is falling off a little, but the hardware jobbers are well satisfied for this time of the year. The worst trouble at present is the fact that goods from the factory are not coming through as they should. Of course this is partially due to poor railway service, strikes and the lack of raw material. There are some important changes this week, including a 10 per cent. advance on galvanized range boilers. Canada plate and wire nails are scarce and high, as are also black and galvanized sheets. Stoves and ranges are still scarce and the price is likely to remain high. Bamboo whips are very scarce and it is not probable that any further shipments will be received from the factory. Hellers' hammers have made a big advance, as also Hellers' horse rasps, horse tooth files and floats. Emery cloth has lower revised prices. Wrapping paper is still advancing in price. Wheelbarrows are in short supply and have again advanced in price. Conductor elbows, conductor shoes, eavestrough mitres, galvanized conductor pipe, galvanized eavestrough have all advanced in price. The price has also been changed upwards on metallic shingles, corrugated iron, steel figures, steel letters and cast iron soil pipe. A decline of ten per cent. is made on Bowman's lime.

Corrugated Iron Revised Upwards

Winnipeg.

CORRUGATED IRON. — The stocks of these are very scarce and what are on hand are being quoted as follows:

Galvanized		Painted	
28 gauge	$9 95	28 gauge	$8 20
26 gauge	11 03	26 gauge	9 45

Metallic Shingles Advance Slightly

Winnipeg.

METALLIC SHINGLES.—These have made a slight advance besires being hard to get. To-day's prices are, for galvanized $11.70 and for painted $9.00.

Steel Letters and Figures Advanced About 25 P.C.

Winnipeg.

STEEL FIGURES AND LETTERS. —A sharp advance has taken place in these, equivalent to about 25 per cent. and the following prices are quoted:

Steel Figures		Steel Letters	
⅛ in.	$1 10	⅛ in.	$3 15
¼ in.	1 80	¼ in.	5 40
⅜ in.	2 65	⅜ in.	8 00

Metallic Siding Advances 5 P.C.

Winnipeg.

METALLIC SIDING.—A further advance to the extent of 5 per cent is now asked for these and prices are: galvanized, medium, $10.13; painted, medium, $7.65.

Eavestrough and Conductor Pipe Higher

Winnipeg.

CONDUCTOR PIPE AND EAVESTROUGH. — Both galvanized conductor pipe and eavestrough have made stiff advances this week. Material is very scarce and supplies are short. No relief as to deliveries is in sight and present quotations, which are 10 per cent. above previous prices, are as follows:

Galvanized Conductor Pipe—2 in., $9.23 per 100 ft.; 3 in., $11.25; 4 in., $14.40; 5 in., $19.80.

Galvanized Eavestrough, O.G. Square Bead—8 in., $7.60 per 100 ft.; 10 in., $8.33; 12 in., $9.68; 15 in., $13.50.

Advances Made on Conductor Elbows

Winnipeg.

CONDUCTOR ELBOWS, AND SHOES AND EAVESTROUGH MITRES are all advanced and the following prices are in effect on these goods:

Conductor Elbows		Conductor Shoes		Eavestrough Mitres	
2 in.....	$ 2 70	2 in.....	$ 3 25	8 in.....	$0 26
3 in.....	3 02	3 in.....	3 78	10 in.....	0 45
4 in.....	4 73	4 in.....	5 63	12 in.....	0 54
5 in.....	12 60	5 in.....	14 95	15 in.....	0 63
6 in.....	14 85	6 in.....	16 20		

Old Dutch Cleanser Marked Up 10 P.C.

Winnipeg.

OLD DUTCH CLEANSER has advanced 10 per cent. and is to-day quoted at $5.10 per case.

Wheelbarrows on Upgrade Another 10% Asked

Winnipeg.

WHEELBARROWS. — All kinds, both steel and wood, are reported to be very scarce and 10 per cent. has been added to the cost. The general purpose now sells for $7.90 and the U.S. for $6.60.

Kraft Wrapping Paper Now Higher

Winnipeg.

WRAPPING PAPER. — The shortage of raw material has caused an advance in Kraft Wrapping Paper which is now quoted at 14 cents per pound.

Higher Prices Asked for Range Boilers

Winnipeg.

GALVANIZED RANGE BOILERS.—The scarcity of these goods combined with an advance made by manufacturers in the East is responsible for an increase in price of about 10 per cent., and the following prices are now quoted:

30 gal., $15.00; 35 gal., $17.50; 40 gal., $20.40; 52 gal., $27.20; 66 gal., $35.00; 82 gal., $48.00; 100 gal., $62.00; 120 gal., $77.00.

Emery Cloth Revised Downwards

Winnipeg.

EMERY CLOTH. — Slightly lower prices are quoted this week on emery cloth, it being one of the few lines to show a decline. To-day's quotations are about 10 per cent. less and are as follows:

Size	Price Ream	Quire
00	$45 00	$2 25
0	45 00	2 25
½	47 00	2 35
1	49 00	2 45
1½	51 00	2 55
2	55 00	2 75

Portable Forges Have Higher Tendency

Winnipeg.

PORTABLE FORGES. — The higher prices shown on heavy iron and steel goods is reflected in the advanced price asked for portable forges which have been marked up as follows:

No. 151, $12.50.

No. 0. $50.00.

Stiff Increases on Blacksmiths' Hammers

Winnipeg.

HAMMERS.—Heller's hammers have been marked up 20 per cent. These goods together with the same makes of horse rasps have been very hard to procure for some time past. Stocks are low and delivery uncertain.

The following are new prices on the better known lines:

No. 5, $27.00 per doz.; No. 6, $28.00; No. 7, $29.00; No. 65, $29.00; No. 64, $24.00; No. 62, $47.00; No. 61, $47.00 No. 60, $47.00.

New Prices on Horse Rasps, Horse Tooth Files

Winnipeg.

HORSE RASPS AND FILES. — New prices are quoted on Heller's Horse Rasps which are 10 per cent. higher. The new discount also applies to the Horse Tooth Rasps and to extra Floats, and is 55 per cent. off list.

Mitre Boxes Revised Upwards

Winnipeg.

MITRE BOXES.—The following numbers in Mitre Boxes have been advanced 10 per cent. and prices now are:

No. 244, $22.00; No. 264, $23.50; No. 285, $25.50; No. 305, $26.50; No. 306, $28.50.

Spades, Shovels and Scoops; Revised Prices

Winnipeg.

SPADES AND SHOVELS. — The following are revised prices on these goods:

D Handle Round Point Shovels—Olds, No. 2, $16.25 net; Jones, black, No. 3, $19.20; Jones, pol., No. 3, $20.20; Garry, blk., No. 2, $16.25; Garry, pol., No. 2, $16.25; Bull Dog, blk., No. 3, $19.20; Bull Dog, pol., No. 3, $20.20.

D Handle Square Point Shovels—Olds, No. 2, $16.25; Jones, blk., No. 2, $18.85; Jones, pol., No. 2, $19.85; Garry, blk., No. 2, $16.25; Garry, pol., No. 2, $16.25; Bull Dog, blk., No. 2, $18.85; Bull Dog, pol., No. 2, $19.85.

Sand Shovels—No. 4, $19.10; No. 5, $19.40.

Moulders' Shovels—No. 2, $19.20.

Long Handle Round Point Shovels—Olds, $16.25; Jones, $19.85; Garry, $16.25; Bull Dog, $19.85.

Long Handle Square Point—Olds, $16.25; Jones, $19.85; Garry, $16.25; Bull Dog, $19.85.

Spades, D Handle—Olds, $16.25; Jones, $19.85; Garry, $16.25; Bull Dog, $19.85.

Long Handle Spades—Olds, $16.25; Jones, $19.85; Garry, $16.25; Bull Dog, $19.85.

Scoops—Jones Socket, No. 4, $23.60; No. 6, $24.35; No. 8, $25.05; No. 10, $25.75. Gary, No. 4, $22.00; No. 6, $22.70; No. 8, $23.40; No. 10, $24.10.

PITTSBURGH MARKETS

PITTSBURGH, August 12. — Production of pig iron by the merchant blast furnaces was 2.9 per cent. lower rate in July than in June, while production by the steel works furnaces decreased 2.3 per cent., making a decrease in pig iron production as a whole of 2.5 per cent. This is a smaller decrease than usually occurs in July, the high humidity in the midsummer period causing a decrease in the output of furnaces individually. As the production of a furnace decreases from this cause, the consumption of coke per ton of pig iron made increases, and the probability is that coke consumption was at a higher rate in July than in June. Thus the slightest decline in pig iron production could hardly be ascribed directly to coke shortage, although it is a fact that there remains a coke shortage. If there were more coke, some furnaces that are banked or cold would resume operations.

Statistics of steel production in July are not available at this writing, but the presumption is that there was a decrease from the June rate of a very few per cent. The decrease in production of finished steel was greater, since not a few steel works have been accumulating semi-finished steel, fearing to put all their steel output in the finished form because the particular material rolled might not be acceptable to customers when shipped. The common rule among mills now is to put into finished form only the amount of steel that can be shipped with such cars as are available.

Transportation Improving

There has been a decided improvement in rail transportation conditions as affecting the blast furnaces and steel mills. The producers are unwilling to admit all of the improvement, fearing the admission would bring demands from customers for heavier deliveries. In fact, the producers have experienced difficulty for some time past in convincing customers that transporation conditions were as bad as they were. A difficulty not infrequently experienced is that of a given customer feeling that on account of his supposedly special condition he should receive special treatment.

The majority of mills now have an even break between their production of

finished steel and their shipments, and in some cases there have been slight reductions in stock of finished steel. On the whole, however, the steel that has accumulated during the past four months or so on account of transportation difficulties has still to be moved, a quantity somewhere in the neighborhood of 2,500,000 tons.

Unfinished Steel Easier

There are reports current of middlemen offering sheet bars at $68 a ton, and possibly even at $65, while the market for some time previous had been quotable at $70 to $75, and some important tonnages had brought the full $75. The mills themselves are indisposed to admit declines, and seek the highest prices possible, even when they have steel for early rolling.. Among buyers of slabs, billets and sheet bars, there is a disposition to hold off as far as possible, in expectation of lower prices, and thus those who come into the market are only those who must have early deliveries. The market is in the curious position of being supported by inability to ship all the steel produced, when at the same time there are some large accumulations of unfinished steel awaiting cars for shipment.

The pig iron and steel markets are extremely dull, but the dullness produces no particular comment, and is not necessarily an unfavorable feature since the markets are always dull in the two midsummer months, and the first fortnight of August is usually the dullest of the whole period.

Need Not Fear Hardware Chain Stores

Wholesaler Who Does Retail Trade is Unfair—Catalogue Houses Are Honorable Competitors—Price Cutting Shows Merchants' Inefficiency

THAT some so-called wholesalers are in reality retailers is evidenced by the fact that complaints of this character are brought up at nearly all hardware conventions. The so-called wholesaler that sells the retail merchant and then enters the same field in competition is neither fair nor just. There are many concerns of this character," said E. P. Babcock, addressing the Congress of the National Retail Hardware Association in Buffalo, N.Y.

"They sell the large or small contractors not only the goods incident to their business, but supply their personal wants as well as those of their friends.

"The country grocer that carries a few tin pails, tubs and oil cans can also supply his friends with guns and ammunition that he never intends to stock. The employees of these concerns buy at wholesale prices and supply not only themselves but others as well.

"The catalogue houses are honorable competitors and are entitled to our respect. If they use leaders or obtain special prices from the manufacturers they are not doing anything different from other large stores.

Harmful Discrimination

"We welcome special prices and try to make the best use of them, but it is up to us to see that we get all the special prices that are given our competitors, otherwise they will have an unfair advantage. I don't need to tell you that there has been discrimination detrimental to the retail merchants. You know it, and many of the manufacturers know it.

"The manufacturer that does not look out for the welfare of the retail merchant is passing up the best bet of his life. Sooner or later he will wake up to find that some other fellow has his business.

"Manufacturers depend almost entirely on the wholesalers to distribute their goods, with the result that the distribution is not always just.

"Most of the merchandise marketed to-day passes through the hands of the retail merchants.

"If the control of the distribution of merchandise should pass from the large number of retail merchants to a select few of the now privileged class the manufacturer that wanted to market his goods in the future would have to accept such prices as were offered him.

"We must make every possible effort to keep this stream of merchandise in the main channel, the channel of retail merchants. In this endeavor we should have the active support of the manufacturers.

How Some Retailers Solved the Problem

"A few years ago in the Middle West a few retail merchants got together to talk over their troubles. They came to the conclusion that the only way they could legitimately have anything to say about the distribution of the merchandise they were handling was to invest some money in the distribution plant. After some hard work and careful thought with the help of competent attorneys, they started what is now one of the most modern and up-to-date wholesale houses in the United States.

"It is needless to say that the trade evils incident to so many jobbing houses are not to be found with this concern, for its stock is owned entirely by retail merchants.

"The wonderful success of this concern is proof of what may be accomplished by men of the right calibre who are willing to unite their efforts for their mutual welfare.

"The Hardware Mutual Insurance is another fine example of united effort. This great body of retail merchants little realize the power that lies behind them.

Need Not Fear the Chain Stores

"We hear much of chain stores but the merchant that is up to the times and keeps his store in good order, his merchandise properly displayed, his windows trimmed, advertises and has a stock of goods which will meet the demands of his trade has little to fear from this source.

"Competent help is also essential to an up-to-date business. Men that have grown up in the mercantile business perform certain duties without giving it a thought. It is as natural for them as it is to breathe, while men not trained in this work have to give it studied attention, thus dividing their efforts and many times failing entirely to accomplish that which is expected of them.

"Where could one hire such men as are assembled here to-day? What wages would have to be paid! Could one expect the same earnest efforts that come from personal interest?

"Would you put aside the results of a life-long effort and introduce your customers to a line of goods which, once it was firmly established, might be withdrawn and given your competitors?

Should Control His Own Business

"The retail merchant should run and control his own business. It is his business to see that the manufacturers' goods reach the consumer with the least possible expense. There is no source of distribution anywhere near equal that of the retail merchant. Why then should we allow others to dictate our policy of doing business? We must work through our associations to overcome those things which are detrimental to the welfare of the retail trade.

"Merchants that do not share in the efforts of their associations for the betterment of trade conditions are in the same class as an American citizen that does not make use of his privileges as a freeman or share his country's burdens. Our Government deports such men or puts them in jail. What shall we do with the slackers?

"We should endeavor to help organize retailers in other lines and unite them in a concerted effort to correct trade evils. The old saying, "In unity there is strength," was never truer than it is to-day. There should be a national congress of associated merchants with permanent officers who would carry on the business. The possibilities of such an association are beyond calculation. We are in critical times, not only on account of trade policies but trade conditions.

"Constantly rising costs have a very

Continued on page 66

Improved Service in Spite of Advancing Costs

Paper Up 300%—Engravings, Wages, Mechanical Supplies, Etc., Have Made Big Jumps—Plans Laid for Further Development in Service to Subscribers.

DURING the past five or six years the retail trade has been faced with a long series of advances in costs, which meant many readjustments of selling prices to the consumer.

Newspapers, such as HARDWARE AND METAL, have had similar difficulties to contend with. Merchants know how cost of paper has advanced. They are large buyers of wrapping paper and paper bags themselves. Our experience indicates that paper has increased in price at least 300% during the above-mentioned period. The general world-shortage in paper and the big demand on Canadian pulp and paper mills has been one of the big reasons for this advance. In some of the Western Canadian cities there has at times been a famine in paper, and in the United States many periodicals have had to conserve it against their will. One large national United States weekly, for instance, has not been sending any papers to Canada for the news stands for many weeeks, and has had to be content with supplying the regular subscribers. In fact they are not going after new subscribers in Canada.

ENGRAVINGS UP 200%

The making of engravings for illustration purposes has increased an average of 200% in cost. All mechanical supplies such as ink, presses, type metal, etc., have gone up similarly.

An increase of 108% has been made in wages in the mechanical department of the MacLean publications.

There has been an increase in rentals of about 100%.

On January 1, next, the postal rate on papers like HARDWARE AND METAL will be increased 200% and in 1922 the increase will be 500% over what it is at present.

During the past year HARDWARE AND METAL has greatly increased its editorial service in spite of advancing costs. Market reports are now being received from practically all the large and important centres in Canada, many of them coming by wire. We have opened our own office in Vancouver in order to keep close to the trade and give our subscribers a better service. Our representatives are continually calling on merchants from one end of Canada to the other investigating their methods for conducting their businesses along aggressive lines. Plans in preparation include a still further development in editorial service in the future.

How I Developed My Paint Department

First Decision to Stock With One Brand of Paint That Would Not Fail in Any Respect — Well-Lighted Paint Section — Constant Message Through Local Newspaper

(Written for Hardware and Metal by a Western Canada Hardware Merchant)

(Continued from last issue)

"ON what did your success depend?" someone may ask. On four things, principally:

1.—Advertising.
2.—Methods of Display.
3.—Right Use of Dealer Helps.
4.—Personal Interest.

An analysis of these will doubtless be helpful, and they will be taken up in order.

Advertising

My first and most important consideration was the wise use of the daily or semi-weekly newspaper. Who does not read the home paper? Few, indeed, that are worthwhile citizens. And so, while direct results were hard to trace I felt that the consistent use of this advertising space was an investment. As a creator of interest in my business and a progenitor of good-will, I am sure it was a fully justified outlay.

Other forms of advertising consisted in the use of country sign boards. These I lettered myself, using a rich, yellow background sometimes and black letters, and sometimes an ultramarine blue ground and aluminum letters. These were effective and possessed the advantage of getting the farmers talking about me and my store. Sometimes I got up a novel float for the local trades' procession, and I nearly always displayed at the fall fair.

Methods of Display

I found a small table or counter near the front of the store an excellent trade developer. On this would be displayed some specialty goods put up so attractively by the paint maker. By pyramiding the various specialties, quite a number of lines may be shown in small or limited space, and a card or two will outline the advantages or price, or both.

Then the main stock I always insisted must be kept in the best of condition, neat, clean, and free from dust. This meant work for the salesmen, but it was time well spent.

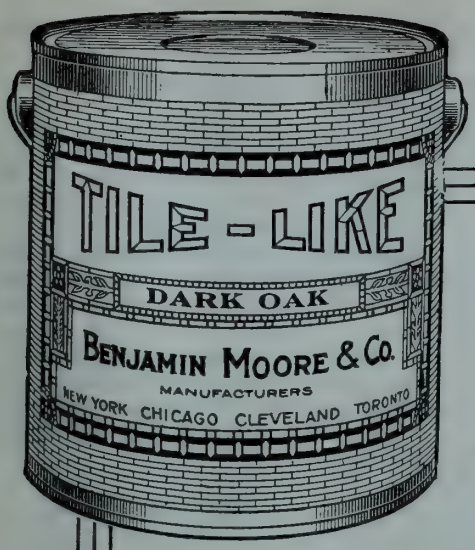
The window displays had my personal attention, as a rule. If I could not get the time for this important work during the day then I took the time at night. I am not an advocate of long hours (although I always worked on this plan myself), but the window display is so important, to my mind, that it should not be slighted, or relegated to a clerk who knows little or nothing about it. If you have a salesman who takes to it, then encourage him, but by all means see that windows are well dressed.

After planning a window, I tried to so arrange it that it was not over-crowded. The background was so important that I spent, if necessary, several hours on it; it paid. Then, when all was complete, I lettered a few plain cards, giving prices, and usually calling attention to the prime advantages of what was dis-

(Continued on page 62)

PAINT? PAINT? PAINT?

There's paint "that is," and there's paint "that aint."
Paint that's mixed with zinc and lead,
Pure linseed oil and a level head,
Is the paint "that is," and be sure of this.
It pays to buy the paint "that is."
Paint "that is" of course comes high,
Like everything else that is worth the buy;
But in the end it is far the best,
For it's there to stay, and your heart can rest.
Paint "that is," as its name implies,
Is paint for the good, the true and wise,
Whose hearts will carry a righteous mirth,
For they gladly pay what a thing is worth.
If for one-half, at the grocer's stand
They offer you sugar, be sure it's sand.
And you'll grit your teeth, when you've used the paint
You bought for "it is" and you found "it aint."
Paint "that is" has a purpose fair
To protect the surface from sun and air,
And while the ingredients now come high,
It's cheap in the end, and that's no lie.
But there's paint "that aint" at about half price,
Made from barytes and lime and rice,
Mixed with John D. and glue and soap,
By the devil's "shade," it's the devil's dope.
When first you buy it seems so nice,
"High grade" paint at about half price.
And you willingly pay a little more
To his "darkness" that spreads it on galore.
He opens the pail of emulsion thick,
And the John D. odor will make him sick
Unless his stomach is lined with brass
Like the dealer's cheek that could make it pass.
He mounts the ladder with buoyant air,
He covers the surface (here and there)
Tries to feel he is spreading paint,
But while he is, he knows he aint,
We could write much more in sad detail
Of the stuff that comes from that awful pail;
It will look quite well for a month or more
And then beware, for you'll be sore.
When your house begins to fade
On the sunny side and in the shade,
When it blisters and cracks, and curls and peels,
Then's the time that the buyer squeals.
But what can he say to his glue and rice,
He got his "High Grade" about half price.
And now my story is full well told,
'Twas not the paint but you that was sold.
So, friend, when you buy, be up to your biz,
Be sure to get the stuff "that is."
Whether it's sugar, clothing, or paint.
There's paint "that is," and there's paint "that aint."



"Save the surface and you save all"—*Paint & Varnish*

Tile-Like

The Ideal Household Stain

Tile-Like is fully established in the realm of the household. Housewives everywhere have acknowledged Tile-Like the most efficient stain on the market. Dealers know this to be true; they know that once a customer has been "sold" on Tile-Like she is a steady customer for all time. The housewife who buys this service-giving stain in your store has confidence in your stock, and repeat sales are sure to follow.

Beautiful Effects

are always obtained when Tile-Like is used on hard or soft wood floors. It erases all scratches and marred spots on old furniture, and gives the summer wicker and porch furniture a new appearance. Linoleum or oil cloth coated with Tile-Like wears longer; it will resist water, and never turns white. One coat of Tile-Like Dead Black applied to tarnished Chandeliers, Lamps or Fire Fronts makes a beautiful finish. These are some of the reasons why housewives buy Tile-Like, and will continue to do so. Think it over.

A Moore Agency Will Pay You

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto

If interested, tear out this page and keep with letters to be answered.

Educate Public on Surface Finishes

Little Attention Given by Buyer of Articles to Surface Finishes — Manufacturers Are to be Advised of Unsatisfactory Finishes—Dealers Can Help in Campaign to Own Advantage

CARL J. SCHUMANN, president of the National Varnish Makers' Association, in his addresses before a number of the "Save the Surface" salesmen's meetings throughout the country recently, emphasized the idea of including in the campaign work the industrial and finishing phases of the paint and varnish industry. He pointed out that people are daily buying articles on which surface finishes of one kind or another are used, and yet they give these finishes scarcely a thought.

By educating the public in these matters a more aggressive campaign is to be waged by the "Save the Surface" committee upon the makers of these products. Beginning with the December advertisement, and continuing throughout the 1921 advertisements, the "Save the Surface" campaign will directly stimulate a demand for more adequate finishes on manufactured articles of all kinds. Copies of the December advertisement are now ready at the bureau headquarters in this city.

In his address Mr. Schumann points out several common instances of poor finishes such as that often found on children's toys, bicycles, and office furniture. "In the past most people have kept silent in their disappointment, a few complained to the dealer who made good the best he could, but the manufacturer rarely heard a complaint," he said. campaign will result in crystallizing that dissatisfaction and the manufacturer will hear and will be compelled to correct the fault in his goods.

"Today, with few exceptions, finishes are bought on price with an eye to first appearance only, with no thought on the relation of the finish to the use or service expected. Finishes must fit a production schedule—goods to dry in the time set by the manufacturer, with no relation to the drying needs of quality goods.

"You know the present day arguments: ours is not a high-priced product; we cannot pay more than — cents a gallon; the buyer paints it over anyway; our enamel must dry in 2 1-2 hours; one coat is enough for our product; the buyers are crying for the goods, showing they are satisfied with our finish.

"You see the results of such policies on every hand: agricultural implements that rust and rot after one season in the field; machinery finishes that soften and come off from the cutting oils; wood furniture that mars and chips at the least knock; small tools that rust on the dealers' shelves; piano cases cracking within a year; automobiles with bodies dimmed after a few months' use; and many others easily named.

"Today is a sellers' market when anything goes; but tomorrow we will have a buyers' market and the buyers will be particular. The 'Save the Surface' campaign is educating people to realize that they have the right to demand finishes which do save the surface and the time is coming when people will insist on finishes which suit the use, and the manufacturer will listen and give what the people demand.

"You say it cannot be done? We have the best example that it can be done in our own industry. Who will question that any woman will buy a dining table today without insisting that the top be 'valsparred'? That word is no longer a trade-mark. It has entered into the common language of the country as a word which means a wear-resisting finish for table tops. If the advertising of one concern can accomplish that, what cannot be accomplished toward the use of finishes that save the surface of a manufactured product, when our whole industry is back of the campaign?

"With such co-operation the public soon will ask for and the manufacturer will furnish proper finishes for all kinds of articles. All salesmen can help by selling not merely paint and varnish, but preservation, the idea of finishing to save the surface and finishing with material which will stand up under the wear and tear to which that article will be subject in its daily use.

"Salesmen can urge customers to use finishes that do not mar or scratch readily; that do not bloom; sink away into the pores of open grained woods; chip; soften under a moderate heat; that are unaffected by oil; that keep the surface from rusting, finishes that are tough and will stand up under all kinds of wear; colored finishes which do not fade in the sunlight; and many others which will suggest themselves."

Paint Firm Treats Employees to Air Ride

Montreal.—Employees of Brandram-Henderson, Limited, held their twelfth Annual Picnic last Saturday to King Edward Park under ideal conditions. A large number of employees and their friends enjoyed the excursion down the river to this delightful spot. One of the unique attractions of the day was the arrival of the Brandram-Henderson Aeroplane and its subsequent performance of aerial feats in charge of Pilot F. M. Bradfield. This machine, which is owned by the firm, was the one used in the inauguration of the first aerial Paint Delivery service in Canada and has been conducting regular deliveries for the past three months to their agents. Several were given the opportunity of witnessing the beauty of the surrounding country from the air and all expressed themselves highly pleased with the sensation this provided.

One of the interesting items of a successful program was that of a tug-of-war (Lead Works vs. Paint Works.) Winners—Lead Works team.

After this event the winning team were challenged by the Grand Trunk Railway Accounting Office Staff and after a very exciting contest the Brandram-Henderson team were victorious.

Mr. George Henderson, president and general manager of the company, distributed the prizes to the successful competitors.

Pratt & Lambert Holds Convention

An address of welcome by Vice-President J. N. Welter opened the mid-year sales meeting, Western Division Pratt & Lambert salesmen at Hotel LaSalle, Chicago, August 2nd and 3rd. The Central Division, embracing Canadian and Buffalo territory, met August 5th and 6th, at Buffalo, while the Eastern Division assembled in New York, August 9th and 10th, with headquarters at the Vanderbilt Hotel. President J. H. McNulty, in reviewing business conditions for the past six months, stated that the period just passed was the largest in the company's history.

Dominion Oxygen Co. Plans Big Extensions

An important recent announcement is that of the Dominion Oxygen Company's promised erection of a chain of great oxygen plants for separating oxygen from the atmosphere. The first of these plants will be situated in five of the Dominion's industrial centres, and service stations will be established throughout Canada to supply oxygen users wherever there is a demand for the gas, either on or off the railroad.

The first of these plants has already been completed at Toronto. It will supply the Canadian market through an extensive warehousing system, pending the erection of the additional plants. The sites for these additional plants have been secured at Montreal, Winnipeg and other points, so that the work of construction may be proceeded with as rapidly as possible.

Canada to Buy 11,000,000 Lbs. Brass and Copper

The Bureau of Supplies and Accounts of the Navy announces that negotiations are under way with Canadian interests to dispose of 11,000,000 pounds of fabricated brass and copper now held by the Navy Department in excess of their requirements. If consummated this deal will amount to about $3,000,000. The material is made up into seamless brass and copper tubing, pipe, sheet and bar, and is distributed among the various navy yards.

The foundation that stands the weather test.

THE real test of paint comes when it faces the elements—the blazing sun of the Canadian Summer, the cold raw winds of Autumn, the 20 below zero frosts of Winter and the saturating rains of Spring.

Livingston Brand Linseed Oil—"the kind your grandfather used" makes a perfect foundation for paint. Its use ensures durability of the finished product. It stands the Canadian "weather test."

The Blue Barrel is the outward mark of the inward quality.

SOLD BY LEADING JOBBERS EVERYWHERE

Livingston Brand
"THE KIND YOUR GRANDFATHER USED"
LINSEED OIL

If interested, tear out this page and keep with letters to be answered.

HOW I DEVELOPED MY PAINT DEPT.

(Continued from page 58)

played. This helped create decision on the part of prospects.

Dealer Helps—Personal Interest

It is almost a crime the way Dealer Helps are sometimes used. Prepared at great cost, these helps are well-designed to help create and develop sales. But they must be used. When mine were received with a paint shipment, or by mail or express, I carefully laid them aside until I wanted to dress a certain type of window. Then they were carefully used and when the window was being dismantled they were as carefully taken down and stored away for future use.

The plan in vogue during recent years—that of supplying the manufacturer with a select list of prospective paint users in one's district had a pretty strong hold on me—so strong that I always took advantage of it. Then, just before the spring painting season opened I had many prospects "sold" on my line of paint, and others were interested, so that they would, in all probability, be buyers when they did want paint. This co-operation on the part of the manufacturer I always considered excellent, and it is one of the best trade-getters I know for this product.

The personal element is so very important. For this reason: Many people come to buy paint and do not know what they require. Here is a great opportunity. How many there are, for instance, who do not realize that a tin of paint needs thinning for the first coat. This can be easily explained and this means an added sale of that much raw or boiled linseed oil or turpentine. For my part, I followed the plan of politely asking what the nature of the job was, the condition of the surface, whether a flat, enamelled or varnished effect was desired. One can always take these matters up tactfully, and win the customer's confidence. In the long run there is nothing so definite or sure a trade-builder. By putting myself in the customer's place I was usually able to get the right viewpoint, and when the sales were made they invariably totalled more than had I not taken that personal interest.

How Hardwaremen Advertise Paints--No. 20

A RATHER new plan is followed out in this paint advertisement by Hick-Sehl Hardware Co., Lethbridge, Alta., which asks the question, The Paint Brush or the Scrubbing Brush? It points out that the day of the dusty carpet, dirty floor and scrubbing brush is waning and that in place is the rug, which can be easily cleaned, and painted floors, which can be cleaned with a duster. Similar arguments may be applied to the use of hardwood floor finishes as sold in the paint department.

The Luxeberry Painter Says:

"SPARE THE VARNISH, SPOIL THE FINISH. Homebuilders should give the same thought to the choice of varnish as to the selection of woods for the interior trim. The finest interiors of natural woods can easily be spoiled by the use of poor or unsuitable finishes. I use Berry Brothers' Varnishes, Enamels and Stains because they produce the highest possibilities in artistic wood finishing."

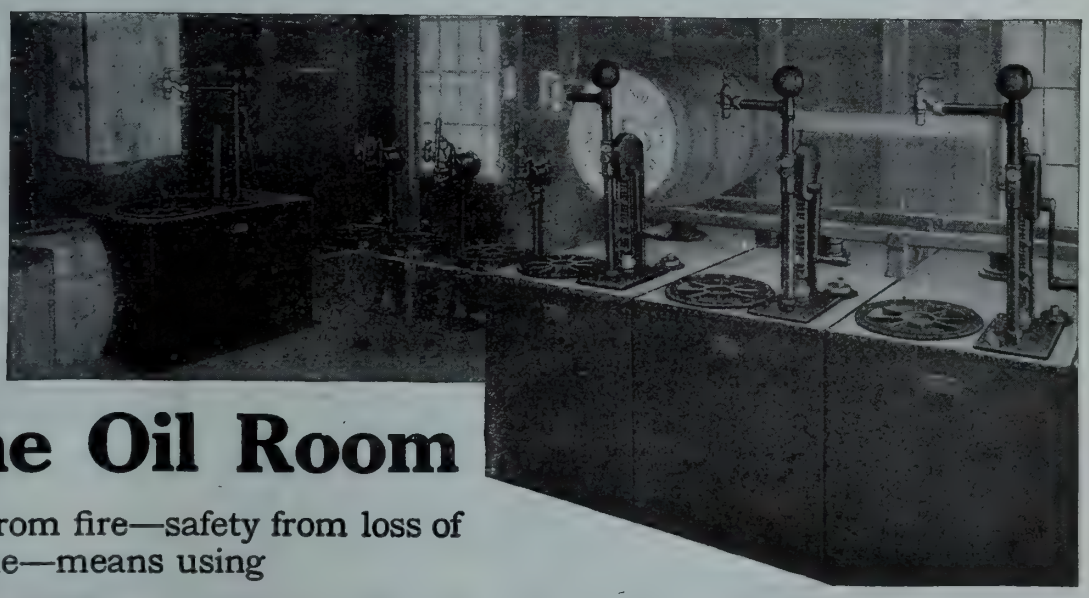
"The "Berry" label is the only sales argument needed by most varnish buyers.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver B.C.
Wood, Vallance Hardware Co., Ltd., Nelson B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
Walkerville, Ontario

Safety First



In the Oil Room

Safety from fire—safety from loss of oil and time—means using

BOWSER Oil Storage Equipment

ESTABLISHED 1885

Bowser Equipment is practically fire-proof. Handling of oils is done mechanically, with a wonderful saving of floor space, time and oils. It keeps all the oils clean and fit for use. Enables keeping of accurate records. *We have some interesting literature. It's yours for the asking, Write for it today.*

LONDON
32 Victoria St., S. W. 1
HAVANA
Lonja del Comercio 427

S. F. BOWSER COMPANY, LIMITED
66-68 FRASER AVENUE, TORONTO, CANADA
Offices in the principal cities of the United States.

PARIS
5 Rue Denis-Poisson
SYDNEY
6 Castlereagh Street

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, August 12. — The paint markets this week are devoid of any outstanding changes in the matter of price, although a few revisions have been made. Linseed oil is, if anything, firmer, and this follows a strengthening of the seed market. October flax was quoted on Wednesday at $3.54 per bushel which is 20 points higher than the quotation of a week ago. English oil has strengthened in tone and in price and some state that it is now higher than available quotations on Canadian crushed oil. Basis of $1.85 per gallon for raw is still being quoted. Turpentine is somewhat freer, due to the arrival of larger supplies and is selling at $2.60 per gallon in barrel lots. There is considerable quiet with regard to both lines but manufacturers have no complaints to make of the seasonable volume of business which they are receiving. Dry colors are somewhat higher, ochres being advanced in some cases 2 cents per pound.

Somewhat Firmer But Unchanged Is Oil

Montreal.

LINSEED OIL.—The strengthening of the basis for flax seed nearly 20 points within the last two weeks has served to halt the lowering basis for oil. Prices are holding at $1.85 per gallon for raw oil and at $1.87½ for boiled. There is plenty of supply at present and orders are somewhat limited.

	Imp. Gal.
Raw—	
1 to 4 barrels	1 85
3 to 4 barrels	....
Boiled—	
1 to 4 barrels	1 87½
3 to 4 barrels	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

More Turpentine in; Prices Take Tumble

Montreal.

TURPENTINE.—The arrival of more than required quantities of turpentine on this market and the limited sale to the trade has induced prices to lower considerably and the basis of $2.60 per gallon is now being quoted. Aside from manufacturing sales the demand from retail trade is limited.

Turpentine—	Imp. Gal.
Single barrels	2 60
Small lots	2 70

(Packages extra.)

Putty Still Holds; Sales Reported Fair

Montreal.

PUTTY.—There is a fair sale for putty which holds on an unchanged basis and supplies are quite ample to meet the needs of the trade. Though linseed oil prices have declined considerably the maintained high prices for English whiting will serve, doubtless, to offset that decline.

PUTTY—	5 ton	1 ton	ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Steady But Quieter Is White Lead in Oil

Montreal.

WHITE LEAD IN OIL. — No change of any kind has been made in the basis for white lead in oil which holds as follows for Government Standard Grades: Five ton lots per 100 pounds, $19.50; ton lots $20.00 and smaller than ton lots $20.35.

Varnish and Paint Move Fairly Well

Montreal.

PAINTS, VARNISHES. — The movement of prepared paints is as large as can be looked for at this season of the year and the undertone is steady and unchanged. Manufacturers state that there is still some difficulty in the way of obtaining adequate supplies of raw materials, although the small movement at this time of the year does not cause nearly as much concern as it would in the busy season. Containers are also hard to obtain and it has caused some anxiety in trade circles to realize that supplies are not forthcoming in necessary quantities

TORONTO

TORONTO, Aug. 12.—There has been a fair amount of business in mixed paints and varnishes and manufacturers report it as being well above the average, though this is a quiet time of the year.

Putty, white lead in oil, resin and shellacs are holding firm without change in price.

Paint brushes are not likely to be any cheaper next season as far as can be seen at present, as bristles are scarce and sources of supply limited.

Turpentine and Linseed Oil are steady, but outlook is for higher prices.

The glass situation for fall is not regarded as showing any improvement, although some breaks have been offered lately at slightly easier prices.

Putty Demand Normal; Stocks Not Heavy

Toronto.

PUTTY.—The demand for this is reported as being normal, and prices are firm with stocks only medium. Prices as per current market quotations.

White Lead in Oil Firm and Unchanged

Toronto.

WHITE LEAD IN OIL.— The demand for white lead is not quite so active, and prices are all on the same basis as last week, the cheap brands of pure being quoted at $20.35 per 100 pounds in ton lots, with usual higher prices for smaller quantities.

Demand For Prepared Paints Shows Improvement

Toronto.

PREPARED PAINTS. — Manufacturers and jobbers report sales of ready-mixed paints and varnishes, though quieter than a little while back, to be well above the average for this time of the year and appear to be well satisfied with amount of business being done.

Coal Tar and Roofing Pitch Sell Well

Toronto.

ROOFING PITCH AND COAL TAR. —The demand for these is good and prices quoted this week are:

Coal Tar Pitch, $1.30 per cwt.
Crude Coal Tar, $8.25 per barrel.
Refined Coal Tar, $9.50 per barrel.

Roofing Cement Moving Freely

Toronto.

ROOFING CEMENT. — A good business is reported in roofing cement and the wet weather of last month was no

In Year 'Round Demand

Glidden Flat Wall Finish is a product that is in demand the year 'round. It will help you during the months when your sales slow up. It will keep profits coming in every month in the year.

Like other Glidden products this Flat Wall Finish sets new standards for real quality. It does not lose its soft, rich tone through frequent washing. Glidden Flat Wall Finish comes in white and fourteen delicate shades. It is a most satisfactory finish for rough or smooth plaster, as well as wood, cloth, metal or wall board surfaces.

The Glidden Company's plan of *"all year 'round"* advertising will keep the subject of painting before your customers every month of the year. Put in a stock of Glidden products now and get your share of this business. Write for dealer proposal.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario
Branches at **Montreal and Winnipeg**

If interested, tear out this page and keep with letters to be answered.

doubt responsible for a large number of roofs being given a coating of cement.

Believed Shortage of Glass For Fall

Toronto.

WINDOW GLASS. — The situation in regard to window glass for fall delivery is not improved and despite a flurry caused by some dealers selling certain sizes at slightly easier prices no improvement in pieces or supplies for next season is considered likely by many importers. Information to hand tends to show that the largest manufacturers are only accepting orders from their older customers and then only on a basis of a percentage of last year's orders.

Reports are made of glass orders placed for last spring's delivery which are not yet shipped. Factories in some cases are starting up again but are unable in many cases to get cars or raw material.

Turpentine Firm, But Advances Likely

Toronto.

TURPENTINE. — The market report on turpentine shows firmness with a prospect of an increase in the present price.

Shipments of from three to four thousand barrels have been reported from Savannah but stocks are largely below the average.

Prices are as last week generally, namely:

1 barrel lots, $2.65 per gallon.

2 to 4 barrel lots, $2.64 per gallon.

Less quantities, 5 gallon lots, $2.68 per gallon.

Linseed Oil Weak; No Great Activity

Toronto.

LINSEED OIL. — The situation in linseed oil is practically the same as last week. The market is reported weak with no greater demand. The crushers' prices have advanced five cents and a firmer tone in seed is in evidence.

The price of paint oil is at the present time considerably lower than it has been for a long while, but with demand less not so much interest is shown by buyers as at normal times.

Prices ruling are as follows:

Linseed Oil—	
1 to 2 barrels, gal.	2 17
3 to 5 barrels, gal.	2 16
10 barrels and over, gal.	2 14
Boiled.	
1 to 2 barrels, gal.	2 20
3 to 5 barrels, gal.	2 19
10 barrels and over, gal.	2 17

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; les sthan barrel lots are 15c per gal. higher than single barrel price.

ENGLISH AUTO ACCESSORIES WILL COME

Continued from page 43

a choice of two or three hot meats, vegetables, etc., for a few pence per meal. In this way production is made possible as it would not be under poor working conditions. Recreation is also arranged for."

Then, since the beginning of the war, when so many plants were commandeered, the expansion and erection of new plants has afforded the highest and most modern type of factory, with sanitary and lighting conditions and all other arrangements conducive to increased production. Mass production, too, Mr. Rose states, has been given a great deal of attention over there.

Increases Not Over Excessive

Asked as to the higher prices that are now obtaining for many manufactured goods, and particularly for those made of high-grade steel, copper, etc., Mr. Rose said that, although there had been increases, in some cases, of several hundred per cent., mass production and the better working conditions already outlined had served to offset advances very considerably. "In some instances where the manufacture of other lines has increased cost 400 per cent.," he said, "this line has not advanced more than probably 300 per cent."

"Great care is taken to make accessories according to specification. If a copper screw is called for, for instance, a workman knows that that material must be used for the purpose and no other. These mechanics cannot be induced, under any circumstances, to slight their work, or to use material that is inferior in any way. A high standard is maintained always."

Another point made was that the steel and various other materials required were to be had promptly in England. This was made possible through extensive and far-reaching connections that enabled the manufacturer to be independent, in some respects, of the open market.

NEED NOT FEAR HARDWARE CHAIN STORES

Continued from page 56

unsettled effect on a merchant's peace of mind. No subject is talked of more or understood less.

Illustrates Advance in Prices

"I have selected ten staple articles taken at random from 1917 bills and compared the prices with those billed in 1920, and find an approximate increase in value of 40 per cent. With this as a basis to work on I find that a merchant who was able to take care of his trade with a $10,000 stock of goods in 1917, must have a $14,000 stock in 1920 to render the same service.

"Let us take one item: in 1917 linseed oil cost 95 cents and in 1920 it cost $1.85.

"A buys oil in 1917 at 95 cents and sells three gallons at $1.25. In 1920 he buys oil again at $1.85. His actual investment in oil not counting his labor is $1.85 minus 90 cents profit or 95 cents.

B buys oil in 1917 at 95 cents and does not sell any, his investment is still 95 cents. Increase in the assets of a merchant does not necessarily mean that he has made a profit by the conduct of his business.

"B made as much on oil as A and did not do any business. This means that the merchant that has not kept his merchandise up to the market price, while he may have more dollars, has lost in the relative value of the merchandise. In other words, if he had locked his doors in 1917 with a $10,000 stock he would have a $14,000 stock in 1920.

Price-Cutter Usually Comes to Grief

"The best merchants have been unable to keep all their goods up to the market price but in so far as they have they saved that much, while the inefficient merchant has been a price-cutter and loser to that extent. A price-cutter usually comes to grief sooner or later. In this case he will be in a bad way when prices decline. On a declining market a merchant that keeps a well balanced stock and turns his goods often will be able to sell most of his merchandise at the prices he originally marked them. He can then replenish his stock at the lower prices. The declining market will demonstrate who are and who are not merchants.

"This is a time when credits should be looked after very carefully. One of the greatest reasons for failures to-day is the lack of understanding of credits. Most merchants are poor insurance men and need instructions along that line. Values to-day are so much higher that all insurance should be materially increased.

"The proper pricing of goods is also very essential. This is fairly well understood by most merchants, but there should be some way of maintaining established trade marked prices.

"A careful study should be made of the relative values of expense and sales. If the per cent. of increase in expenses is greater than that of sales the difference must be added to the mark-up to yield the same per cent. of profit.

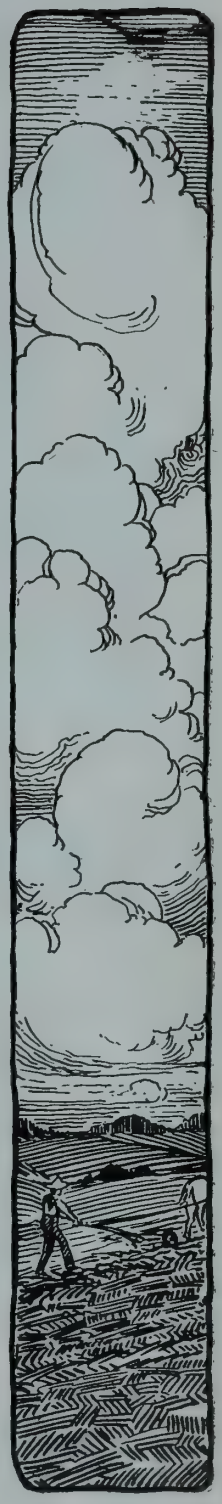
"Last but not least: Meet your customers with a smile, a cheery word, a hearty hand shake. They also have their troubles and a word of cheer often works wonders. Be honest, just, sympathetic and accommodating but firm at all times.

"Remember that the Golden Rule is the best rule made and should be part of the stock of all hardware merchants."

TOO LATE FOR CLASSIFICATION

HELP WANTED

WANTED—EXPERIENCED RETAIL HARDware man at once, Must be good salesman, stock-keeper, and window dresser. Have good personality and be of steady habits. Good position for right man. Apply, stating age, experience and salary expected, to Box 125, Hardware & Metal.



The Unconquerable White

The Right Enamel
To Enamel Right.

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 78 Years

Toronto **MONTREAL** **Vancouver**

DISTRIBUTORS:

Edmonton District: Revillon Wholesale Limited, Edmonton
Calgary District: The McDonald Baker Company, 818 8th Ave. W., Calgary
Nova Scotia: James Simmonds, Limited, Halifax, N.S.

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	17 60
No. 3, doz...........	19 80
No. 4, doz...........	21 56
No. 5, doz...........	23 76
No. 6, doz...........	26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a 1

BELTING (Leather)

Discounts apply to **Revised List** of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal, Toronto

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	13/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe	$2 75
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3, HEADS, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS Dozen

Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0. $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto. Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER Gross

Satinette	$24 00
Nu-Way	21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS Per Doz.

Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto London.

COBBLER SETS

Common, per set $0 93

CLOTHES LINE REELS Doz. net

No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz.

No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 46
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	0 50
Tubing, lb.	0 46	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........	$0.45	19/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

ARE YOU OPEN-MINDED?

Remember that your ability to be an effective business man is dependent upon your open-mindedness. You may not have tried

BABBITT METAL
SOLDER
SHEET LEAD
LEAD PIPE
TRAPS AND BENDS
EASY WIPING SOLDER
MADE BY THE CANADA METAL CO., LIMITED

But there is no reason why you should not

Great care is taken to maintain a high standard of quality

Ask us for prices on

Babbitt--Solder--Lead Pipe--Sheet Lead, &c.

The Canada Metal Co., Limited

Hamilton Montreal TORONTO Winnipeg Vancouver

Establishing the Reputation of a New Firm or Extending the Reputation of an Old One

When the shrewd, modern advertiser has successfully harnessed the great power of publicity to his business, his next operation is the selection of a definite objective. Perhaps one of the most familiar objectives that makes his continuous advertising productive and profitable is the establishing or extending of the firm's reputation by a regular weekly message to the whole hardware trade of Canada setting forth the claims and policies of the house. The trade invariably prefers to purchase from a concern that has become familiar in the pages of their favorite trade newspaper—HARDWARE AND METAL.

SIMONDS SAWS

Simonds Crescent Ground Cross-Cut Saws are the most economical saws to buy in the long run. They stand hard usage and wear exceptionally well, hold their cutting edge and temper longer than the ordinary saw and do not bind in the kerf. Lumbermen prefer the Simonds Crescent Ground Cross-Cut saw because they have proven that it will cut 10 per cent. more timber than other brands.

Write for Prices

SIMONDS CANADA SAW CO., LIMITED

"The Saw Makers"

St. Remi St. and Acorn Ave.

Vancouver MONTREAL St. John, N.B.

If interested, tear out this page and keep with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	60%	50%
4½ in. and larger	50%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	5 50
Bi-Treadle, each	9 75
Cycle BB	9 40
40 to 200 lbs.	5 00
12 in. x 2 in., each	1 00

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9.00
No. 33	10 70
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to ? lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.50
Common plated, 6 lbs. and up	.....
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$16 50
Lightning	15 00
Heath's	15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$15 00
Do., Japd.	15 00
Long Globe, plain	15 00
Do., Japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	....	1 20
Cold blast	1 00	1 10

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.

Cold blast, genuine ruby 5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	3 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
Momentum	20 25
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

		Doz. Net
Liquid Veneer		$16 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 30
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	25%
	Each, Net
Brockville K	Plus 10%
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

		2¾	inch....15c
1	inch.....$1	3	inch....10c
1⅛	inch.....1	3¼	inch....10c
1¼	inch....65c	3½	inch....10c
1½	inch....40c	4	inch.... 5c
1¾	inch....40c	4½	inch.... 5c
2	inch....30c	5-inch base.	
2¼	inch....30c	5½-inch base.	
2½	inch....15c	6-inch base.	

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.25.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.50.

Roofing Nails — American, large head, keg, $10.75; 25-lb. boxes, per 100 lbs., $11.75.

F.o.b. Montreal, Toronto, Hamilton.

MEAKINS BRUSHES

Profitable Sales

and repeat orders will reward the dealer who stocks Meakins famous Rubber Set Brushes. The "man on the street" knows that satisfaction and Meakins brushes are synonymous. He knows that the bristles will stay in; that these brushes can be used on delicate work, with the utmost confidence that the bristles will not adhere to the surface of the work. That Meakins Brushes are made from selected materials by skilled workmen.

Write now for particulars that will multiply your business.

Write for catalogue.

Meakins & Sons, Limited, Hamilton, Ontario

Warehouses :

Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 40

Above prices net.

	Gallon
Black oil (summer)	0 30
Black oil (winter)	0 30½
Imperial Kerosene tractor	1 35
Capital, cylinder	0 96
Machine oil, regular grades	0 54½
Imperial gas engine oil	0 59
Paraffine	0 38

List, less 15% on above.

Polarine Oil, list	1 35
Polarine Oil, heavy, list	1 35
Polarine A, list	1 35
Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle Mobiloil, A	180

List, less 25% on above.

Fuel oil, bbls., net	0 20
Fuel oil, tank cars, net	0 18

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 65	
Dry Fibre, No. 2, Anchor	1 25	
Tarred Fibre, Anchor, No. 1	1 75	
Tarred Fibre, Anchor, No. 2	1 45	
Surprise Fibre	1 30	
"Stag" Sheathing	1 10	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 70	
Cyclone (dry)	1 65	
Cyclone (tarred)	1 75	
Joliette (sheathing)	1 25	
Joliette (tarred)	1 40	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.		9 00
Straw, sheathing, heavy, dry, cwt.		7 75
Do., tarred, per cwt.		7 75
Spruce Sheathing, 36 in. and 72 in. rolls, per cwt.		10 50

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	11 90
6 to 7 lbs., doz.	13 50	13 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons), 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 31	7.41	5 91	8 01
⅜ in.	5 31	7 41	5 91	8 01
½ in.	7 10	8 63	7 95	9 48
¾ in.	8 80	10 87	9 95	12 02
1 in.	13 01	16 07	14 71	17 77
1¼ in.	17 60	21 74	19 90	24 04
1½ in.	21 04	25 99	23 79	28 74
2 in.	28 31	34 97	32 01	38 67
2½ in.	44 75	55 28	.....	.....
3 in.	58 52	72 29	.....	.....
3½ in.	74 06	90 62	.....	.....
4 in.	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal
2 in.	$32 01	$38 67	$35 71	$42 37
2½ in.	48 26	58 79	54 11	64 64
3 in.	63 11	76 88	70 76	84 53
3½ in.	75 90	92 46	85 10	101 66
4 in.	89 93	109 55	100 83	120 45
4½ in.	1 05	1 29	1 30	1 54
5 in.	1 22	1 50	1 52	1 80
6 in.	1 58	1 95	1 97	2 33
7 in.	2 06	2 53	2 53	3 01
8L in.	2 16	2 66	2 66	3 16
8 in.	2 49	3 07	3 07	3 64
9 in.	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in.	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 25% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 30

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets	....	27 00
IX, 20x28 112 sheets	....	30 00
IXX, 20x28 112 sheets	....	33 00
IXXX, 20x28 56 sheets	....	18 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

No.	Each
70	$6 75
80	6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 75	2 75
Everlastic, 3 ply	3 20	3 20
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 60	2 55
Panamoid, 3 ply	3 05	2 95
Red Star, 2 ply	2 13	2 18
Red Star, 3 ply	2 55	2 60
Liquid roofing coating, per gal., in bbls.	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	9 25	9 50
Coal Tar (crude)	8 00	8 25

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star standpaper 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50
Discount 10/5%.		

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

TIME SAVER

Beatty Bros. Limited Bulletin

TIME SAVER

The BT Ready-To-Ship Pump No. 5

W. R. RIEF

Mr. W. R. Rief is one of our most successful hardware salesmen and works under direction of Montreal branch. He understands the Pump business very thoroughly and has met with specially good success in this line.

The Ideal Hot Weather Pumps

The Well Pump Trade always gets brisk in the hot summer months.

For all work demanding large capacity combined with easy pumping, sell the BT Ready-To-Ship Pump No. 5.

When the horses and other stock are extra thirsty, Mr. Farmer needs an easy-working pump of large capacity.

BT R.T.S. Pump No. 5

The BT No. 5 Pump is specially made for watering stock. It has a capacity of from 1,200 to 1,800 gallons per hour. One purchaser in the West watered sixty head of stock all through the summer with one of these pumps. It takes big capacity for this work.

The "No. 5" has three strokes to accommodate wells of different depths.

The standard is strong and heavy. Pins are extra large. Cylinder is 5 x 12 with brass valve seat.

All waterways are large. The handle bearer is designed so that no energy is wasted on side play.

Patented clip supplied on standard, so that junction of spout and suction pipe can easily be got at.

Supplied either force or lift.

This is the best stock pump made and is a favorite everywhere.

Write for catalogue and prices to our nearest branch.

Beatty Bros. Limited

St. John, N.B.	Fergus, Ont.	Winnipeg	Vancouver
Montreal	London, Ont.	Edmonton	London, Eng.

If interested, tear out this page and keep with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.
00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 50
20 gauge ...	.....	11 05
18 and 20 ga.	11 60	....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Kegs 7 75

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$25 50

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount
Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings ....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Ppright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10%

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Hot Blast ....Plus 10%
Discount 30% off list.

off new list. Samson, ... discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 add 15% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 50
Jump, No. 1 .... 3 70
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $1 04
Cones, 3-ply, lb. 1 00
Do., 4-ply, lb. ....

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 30%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath Cocks—Compression ... 25%
Flatway stop and waste cocks, Standard 25%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, stand. add 10%
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard ....add 5%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves
Gate Valves ....Net list
Regrinding Valves ......Plus 7½%
Swing Check Valves .....Plus 15%
Compodisk Valves ....Plus 7½%

WARES, ETC.
Britannic, advance 55%.
Scotch Grey Ware, 45%.
Colonial, 15%.
Imperial Ware, 15%.
Pearl, 15%.
Premier, list, plus 17½%.
Canada Ware, list, plus 17½%.
Crescent, 45%.
Diamond, plus 17½%.
White Ware, 35%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 40%.
Stamped Ware, retinned, 33 1-3%.
Copper Bottoms, plus 35%.
Tinners' Trimmings, plain, 40%.
Tinners' Trimmings, retinned, 33 1-3%.
Tinners' Trimmings, general, list. plus 33 1-3%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 75%.
Cream Cans, list, plus 40%.
Railroad Cans, list, plus 33 1-3%.
Sheet Iron Ware, list, plus 45%.
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 80%.
Fry Pans, Acme, 10%.
Fry Pans, Quick Meal, plus 25%.
Spiders, steel, plus 25%.
Fire Shovels, japanned, list, plus 45%.
Steel Sinks, galv'zed, list plus 35%.
Steel Sinks, painted, list plus 35%.
Light Galv. Pails and Tubs, list plus 45%.
Heavy Galv. Pails and Tubs, list plus 35%.
Hollow ware, add 30%.
Garbage Pails, list, plus 30%.
Jap. Coal Hods, list, plus 60%.
Galv. Coal Hods, list, plus 75%.
Paper Lined Boards, 20%.
Wood-lined Boards, 5%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 75%.
Stove Pipe Elbows, black and galv., list, plus 45%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs..	$5 10	$5 60	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 90	6 00

WHEELBARROWS
Navvy, steel wheel, doz.....$81 00
Garden Steel, doz. 72 00
Light Garden, doz. 88 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 [illegible]
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 25
Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 .... $10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch $2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 25%

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 102 00
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 127 00
Bicycle 115 00
Safety 108 50
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal Kingston, Ottawa, Toronto, London and St. Marys.
Stove Pipe Thimbles, 40%.

TINKER TOM'S TALKS.

No. 272

ALL SHEET METAL WORKERS AND MANUFACTURERS

are cordially invited to call at the booth of **Peckover's, Ltd., Machinery Hall, Toronto National Exhibition,** where an exhibit of

TONCAN METAL

Galvanized Sheets is being made—

A mill representative will be there to consult with on sheet metal uses.

Plenty of Toncan Metal Advertising Matter on hand. Ask for a Toncan Metal Estimating Book —it's valuable.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ocre, 100-lb. kegs	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	6 90
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS	Single	Double
Per 100 ft.	Thick	Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS
ZZinc coated, 18c 1-lb. packages. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, ga'	4.50- 7.00

F.o.b. Mor real, Toronto

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s,, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$8 25	$7 50
Less, per lb.		0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$8 25	7 50
Gal. jugs	8 75	8 00

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	$8 25	$9 50
Coal Tar, crude	7 00	8 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$ 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 50
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 32
I.V. Elastica, Floor	4 32
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 05
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 84
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 48
Ramsay's Agate Floor	3 96
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 800 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 75
Johnson's	0 75
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. $3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	4 00

F.o.b. Montreal Toronto London.

RAZORS

Fully Guaranteed

Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

Write for Prices to-day.

Canadian Agent:

F. W. Lamplough & Co.

46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.

SWEDEN

THE

LAIDLAW

LAIDLAW

SINGLE LOOP

Largest Stock in Canada

BALE-TIE

Prompt Shipments

CROSSHEAD

LAIDLAW

CO., LTD.

Head Office and Factory: **HAMILTON, ONT.**

WIRE

All Sizes, Any Finish, Every Purpose

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B.C.

Window Glass

RED S

Also Plate, Figured, Bent, and Ornamental Glass.

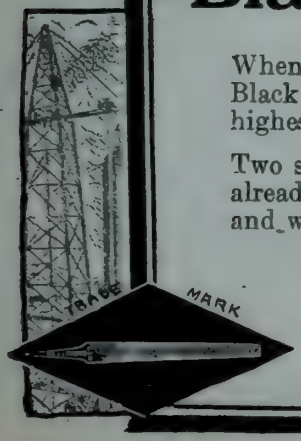
Stained, Wired, Mirror

Order Early.

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.
Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.
Agricultural or No. 1 leather belting, 6½-10-10% off list.
Standard, 6½-10% off list. Extra 6½%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT Per 100 lbs.

16 oz.	$5 25
20 oz.	6 75

CHAIN

Coil, 3-16 in., $19; ¼-in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25 per cent.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.
Hand, No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 69
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.
8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., $7.60; 10 in., $8.33; 12 in., $9.68; 15 in., $13.50.
Conductor pipe, 2 in., per 100 ft., $9.23; 3 in., $11.25; 4 in., $14.40; 5 in., $19.80.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast	$1 20
Short	1 20
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.
Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.
Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....
Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.
Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.
Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.
Mrs. Potts' No. 55, set $2 00
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.63 dozen. Mrs. Potts' improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	15 00

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 30c; 36 to 40, 33c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 86

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	9 55

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 8 50	$ 9 00
Empress		11 00	11 50
Daisy		6 60	6 85
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.50 base; Winnipeg, $7.00. Cut, f.o.b. Winnipeg, $7.65.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 [illegible]
30 in.	8 98
36 in.	10 50

Stephens

Economy *Durability*

Barn **Paint**

Permanence *Spreading*

"Save the surface and you save all" *Paint & Varnish*

The Four Cardinal Points

of the many selling features of *Stephens* Barn Paint are shown above. The farmer to-day is not only painting to save the material but he wants his buildings to reflect credit on him.

The modern farmer is efficient and successful, and determined to have his building look efficient. He wants *Stephens* Barn Paint because it is reasonable in cost, durable under weather attacks, permanent in color and spreads easily, covering well. It stamps the barn owner as an alert, progressive farmer. There are many other selling points that help to close your sales.

An Agency will pay you—Ask about it

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 41
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65

Discount 10%.

Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application

Discount 25%.

Wm. Penn Motor, medium	1 43
Do., heavy	1 48
French C, medium	0 85
French A, heavy	1 10
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 05
Volunteer, reg. gas engine	0 60
Century castor machine	0 50
Melrose Harvester machine	0 65

PAINTS, PREPARED

(1 gallon can basis)

	per gal
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 36
Stephens' barn, extra colors	2 55
Lion white	5 76
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Buttweld,

Per 100 ft. Blk.	Steel Blk.	Galv.
⅛ in.	$ 6 17	$ 8 64
¼ in.	5 76	8 10
⅜ in.	5 90	8 24
½ in.	7 88	9 59
¾ in.	9 77	12 06
1 in.	14 40	17 82
1¼ in.	19 53	24 12
1½ in.	23 40	28 80
2 in.	31 50	38 84
2½ in.	50 94	63 00
3 in.	66 60	82 80
3½ in.	84 60	103 50
4 in.	99 90	122 40
4½ in.	119 25	146 70
5 in.	139 05	171 00
6 in.	180 00	222 30

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 85
No. 158, gal. 5" wheel	5 72

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in., ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—

Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 35-5-2% discount.

Colonial Imperial, Pearl, 6-2% discount.

Premier, Canada, Diamond, plus 25%.

Whitewear, 25-5-2%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 20-10-7½-2½% discount.

Stamped Ware, retinned, 15-10-5-2% discount.

Pieced Tinware, ordinary, list, plus 75%.

Pieced Tinware, copper bottoms, list plus 95%.

Sheetiron Ware, list plus 57½%.

Light Galvanized Pails, plus 57½%.

Tubs—

Light, plus 57½%.

Heavy, 47½%.

Pails and Tubs, plus 57½%.

Jap. Coal Hods, list plus 72½%.

Galvanized Coal Hods, list plus 87½%.

WASHERS—

Size	Case lots	Less
3/16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5/16 in.	18 10	18 60
⅜ in.	16 75	17 25
7/16 in.	15 70	16 20
½ in.	15 10	15 60
9/16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$5 75
Solid	5 50

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls, $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 50
8 inch	....	1 69
10 inch	1 81	1 88
14 inch	2 50	2 63
18 inch	3 63	3 75
24 inch	5 25	5 44
36 inch	....	10 13

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

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MADE IN CANADA

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These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

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HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA

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Manufacturers' Agent

108 Sixth Avenue West

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"Dazee Brand" Woodenware

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Winnipeg, Man.

O-Rib-O Sanitary Closets

The ideal article for Summer Home or Camp. Clean and sanitary.

Domestic size, fitted as follows: Galvanized iron body; hardwood seat and cover; body and seat mahogany finished; galvanized iron bucket of 65 lbs. capacity; fitted with cover; 9-ft. black enamel vent pipe and elbow included. Weight, crated, about 30 lbs.

O-Rib-O Manufacturing Co.

WINNIPEG, MANITOBA

THE BUYERS' GUIDE

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The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
W. D. Shambrook & Co., Hamilton.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
H. W. Johns Manville Co., Toronto, Ont.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

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Adams & Elting Co., Toronto.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc., New York.
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Marquette Mfg. Co., Inc., The, St. Paul, Minn.
The Locktite Mfg Co., Windsor, Ont.
John Morrow Screw & Nut Co, Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
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Trimont Mfg. Co., Roxbury, Mass.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co, Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

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Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canadian Bee Supply & Honey Co., Ltd., The, Toronto

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Dominion Belting Co., Hamilton, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

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Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co, Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
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THESE TOOLS ARE MADE OF THE BEST MATERIAL OBTAINABLE, BY A PROCESS AND WITH A CARE THAT INSURES SATISFACTORY SERVICE, IN THE HANDS OF INTELLIGENT USERS.

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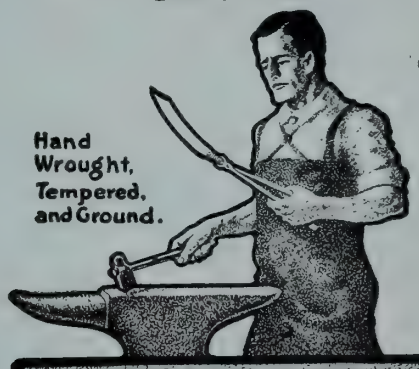

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Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Scythes,, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

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Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

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Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

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The Boeckh Company, Limited, Toronto.
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Walter Woods & Co., Hamilton.

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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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The Boeckh Company, Ltd., Toronto.
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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd.. Port Elgin, Ont.

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The Boeckh Company, Ltd.. Toronto.
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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd.. Port Elgin, Ont.

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The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
National Hardware Co., The, Orillia, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.
Jacobs Mfg. Co., Hartford, Conn.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

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The "Sanitary"

Specially Constructed Dasher

A practically noiseless machine, due to the spiral cut gears. This efficient, dependable machine has many powerful selling points to impress your customers, such as a specially constructed dasher — more thorough, covered gears — safety; a lid with assisting springs—a labor-saving that appeals to women; a superior cover lock. While the "Sanitary" thoroughly and safely washes either delicate laces or the heaviest blankets, its splendid construction assures less wear than the old tub method.

Sanitary Diamond "A"

"Twiplex" Vacuum

"Twiplex"

Appeals to the Housewife

The vacuum cups force hot suds through the clothes on both upward and downward strokes, resulting in a thorough cleansing without the destructive wear that occurs in many other washers.

Smooth, quiet running, automatically cut gears are stowed away beneath the tub, safely out of the way. This gives balance and stability, beside eliminating the lifting of the heavy gears when the cover is raised. This labor-saving washer is operated by a wooden-handled lever, or by a foot stirrup provided to operate the machine while sitting.

The vacuum cups, shown in the cut, can be raised or lowered on the plunging shaft. This permits four different adjustments to suit large or small washings. This wonderful washer has been tested and proved. It's a sure and satisfactory seller. Write for information.

Write for prices.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

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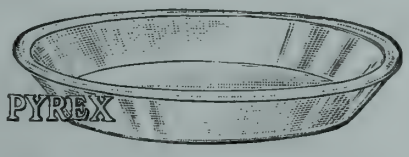

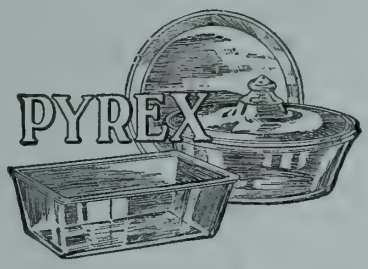

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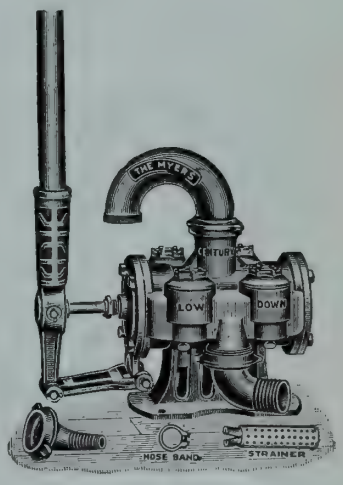

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WOOD, VALLANCE & ADAMS, LIMITED, Calgary
WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson
WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver

THE BUYERS' GUIDE

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

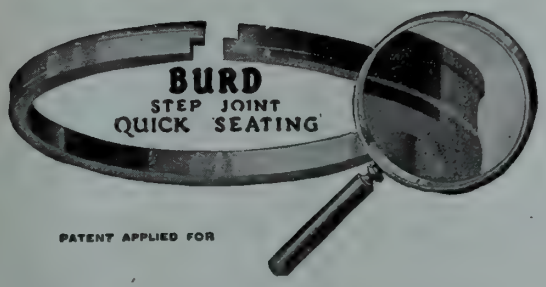
Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

PISTON RINGS



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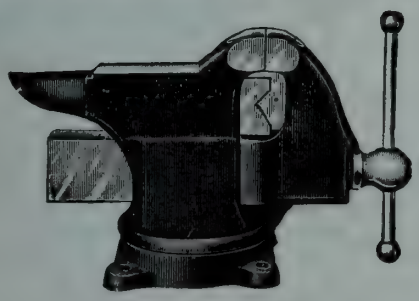

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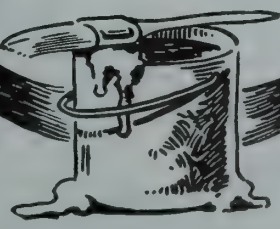

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THE BUYERS' GUIDE

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calendar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd. Brockville, Ont.

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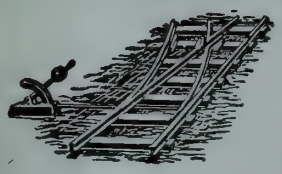

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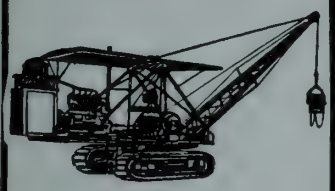

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- Contractors' Stores
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- Medical Stores
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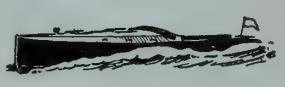
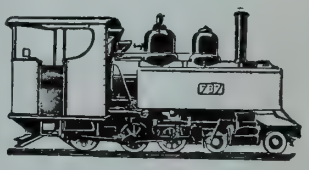
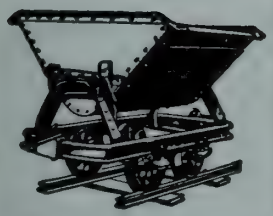
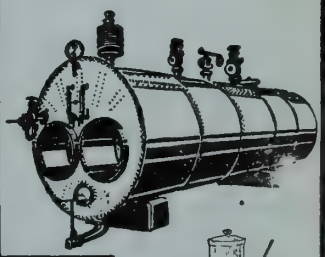
- Motor Vehicles
- Agricultural Machinery
- Aircraft
- Furniture
- Textiles and Clothing
- Boots and Leather Equipment
- Motor Boats, etc., etc.









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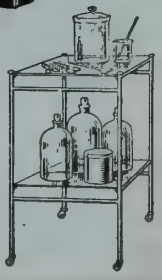

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Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of Every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

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Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Expansion
The Rowe Plug Co., Ltd., London, Eng.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Plumbers' Tools
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Vaughan & Bushnell, Chicago, Ill.

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The Army and Navy Mfg. Products, Reg'd, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

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Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
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Post Hole Diggers
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Pottery
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B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
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E. I. du Pont de Nemours & Co., Wilmington, D

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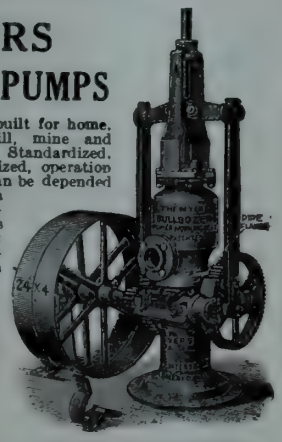

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Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
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A. Ramsay & Son Co., Montreal.
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G. F. Stephens & Co., Ltd., Winnipeg.
Sewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

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The A. R. Whittal Can. Co., Ltd., Montreal.

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The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
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Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

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John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
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C. C. Craig Co., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Dorken Bros. & Co., Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
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A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

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Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

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Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
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Saws, Crosscut and Band
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Shurly-Dietrich Co., Ltd., Galt, Ont.

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Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
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The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers' and Kitchen
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The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
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Saw Frames, Hack
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Goodell Pratt Co., Greenfield, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Guards
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Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.

Screw Machines
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Screws of all Kinds
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Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
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The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

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Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

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The Hoyt Metal Co., Toronto.

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The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
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The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
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Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Ower Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.

Strop pers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

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Williams & Co., J. H., Brooklyn, N.Y.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

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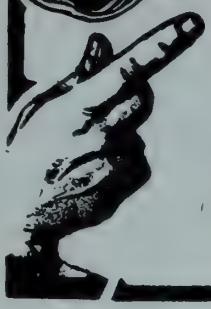

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J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus. Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells, Ltd., St. Marys, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
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Beatty Bros., Fergus, Ont.
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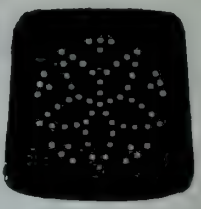

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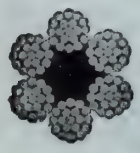

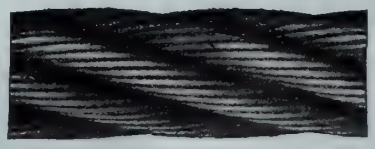

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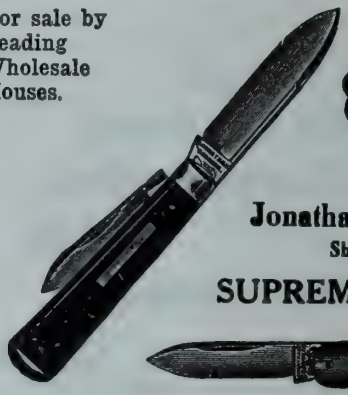

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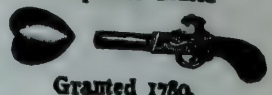

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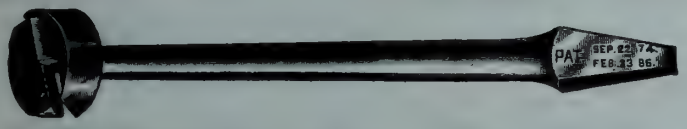

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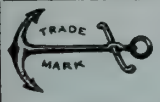

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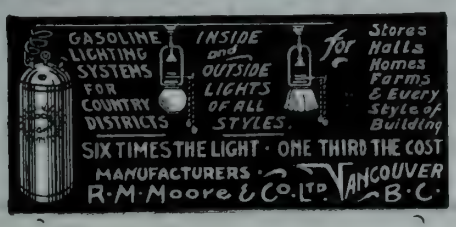

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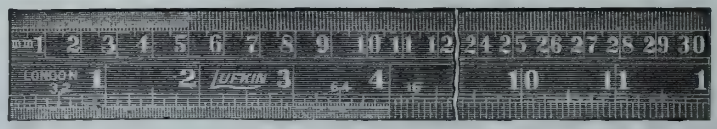

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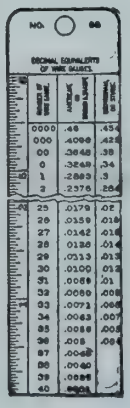

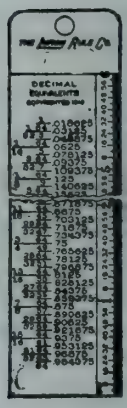

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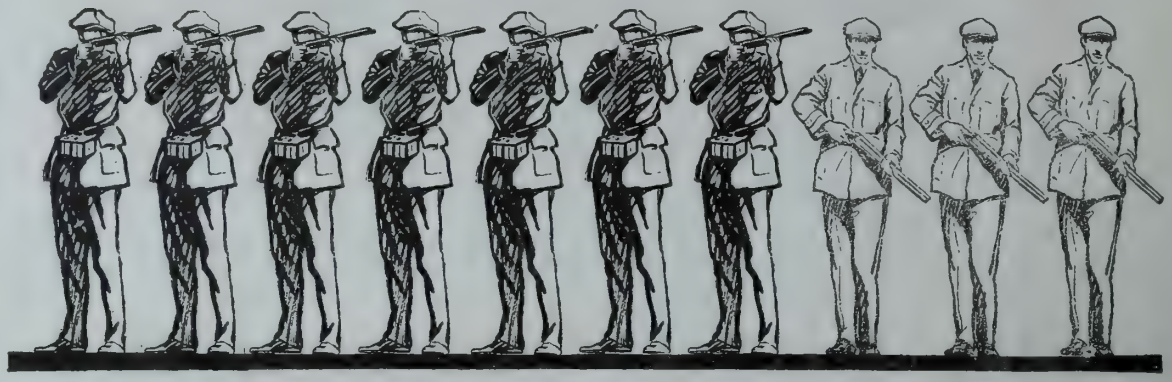

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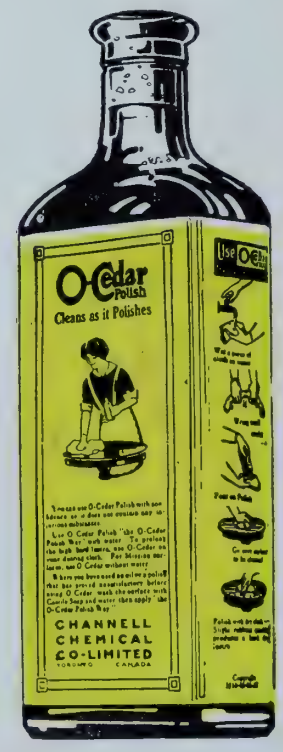
On Reflection



Most merchants will agree, that the following features are those most desirable in a product that is to bring them quick and profitable returns.

Quality—should be standard and uniform.

Selling points or uses—many and varied.

Sale — steady the year 'round.

Satisfaction—found in the use of the article — should make sales through recommendation.

Profit—a fair proportion of each sale.

Turnover — should be rapid.

It should be backed by dealer helps, signs, window cards, etc.

AND IT SHOULD BE WELL ADVERTISED

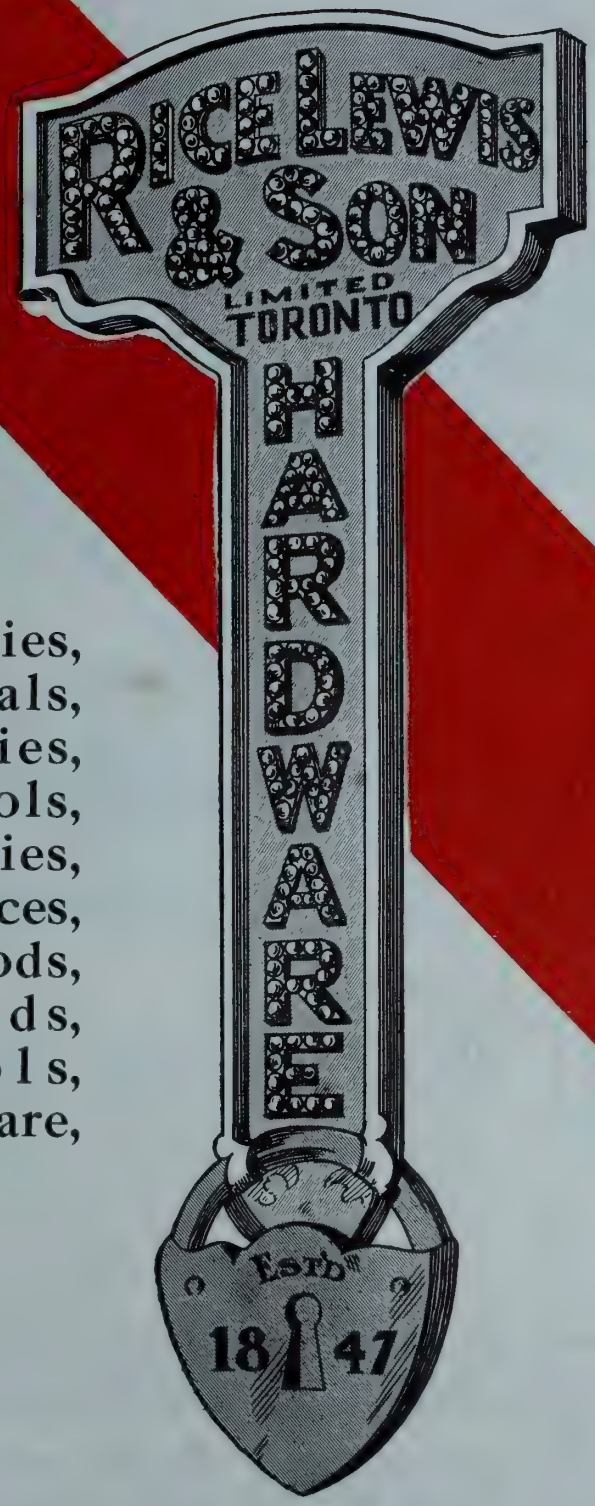
Now, consider O-Cedar Polish. Compare it with this list and see if it does not possess every one of the selling features mentioned above.

Order from Your Jobber

Channell Chemical Co., Limited, Toronto

O-Cedar Polish

HARDWARE AND METAL, August 21, 1920. Volume XXXII., No. 34. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



"The House *of the* Padlock"

For:
Builders' Supplies,
All Kinds Metals,
Factory Supplies,
Mechanics' Tools,
Auto Accessories,
Electric Appliances,
Household Goods,
Sporting Goods,
Garden Tools,
General Hardware,
Etc.

Ask the "Rice Lewis" Man

If interested, tear out this page and keep with letters to be answered.

"The Trade Mark known in Every Home"

UNIVERSAL

Home Helps

Proof in Work—Not in Words

Anybody may claim that the moon is made of green cheese, but nobody ever ate it with crackers. Shallow claims do little in selling household appliances to the woman who thinks with her head and works with her hands.

Universal Home Needs are not objects of "Claims," but subjects of **work.** They render service that registers **results**—the kind that can be **seen, felt and tasted.**

When you sell Universal goods you can **prove in the home** what you claim in the store. You are dealing in work done—not merely words spoken. "UNIVERSALIZE YOUR KITCHEN" is widely advertised advice to women. Thousands are taking the advice, to their benefit. They are building business for "The Universalized Store."

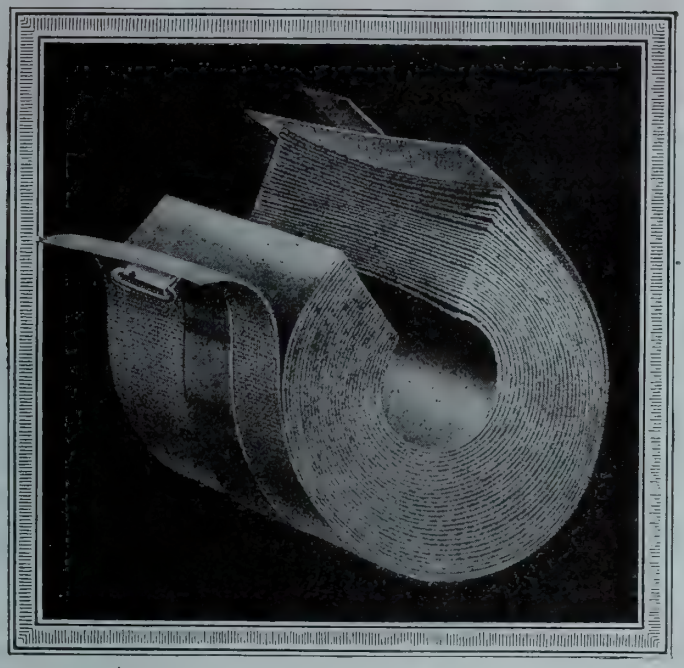
Canadian Representative

Montreal A. MACFARLANE & CO., LTD. Quebec

LANDERS, FRARY & CLARK New Britain, Conn.

If interested, tear out this page and keep with letters to be answered.

Asbesto-Sponge



SOMETHING NEW? Hardly! For instance, here's a case that can probably be equaled—maybe excelled—but only by another lot of Johns-Manville Asbesto-Sponge Felted Pipe Covering.

Back in the days when Cleveland was President; when Cuba was struggling to throw off the Spanish yoke; before automobiles were taken seriously by more than a few people and when aeroplanes were said to be "impossible," a certain firm put some Johns-Manville Asbesto-Sponge Felted Covering on its steam lines.

Twenty-two years later that Asbesto-Sponge Felted Covering was still giving the best of insulation service, but the piping had to be dismantled because of change in the layout.

—And after 22 years of hard service this Johns-Manville Asbesto-Sponge Felted Insulation had retained its original properties—and its insulation value was unimpaired.

So when we say Johns-Manville Asbesto-Sponge Felted is the best commercial insulation known, we're not talking about something new. We're telling you about a material of known value which has withstood the hard test of years of efficient service.

In our booklet there are more facts of value. Send for it.

Canadian Johns-Manville Company
Limited

Montreal Toronto Vancouver
Winnipeg Hamilton London Ottawa

JOHNS-MANVILLE SERVICE
COVERS THE CONTINENT

Through—

Asbestos
and its allied products

INSULATION
that keeps the heat where it belongs
CEMENTS
that make boiler walls leak-proof
ROOFINGS
that cut down fire risks
PACKINGS
that save power waste
LININGS
that make brakes safe
FIRE PREVENTION PRODUCTS

JOHNS-MANVILLE
Serves in Conservation

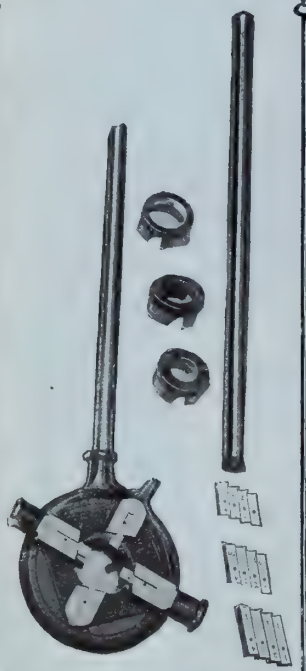
If interested, tear out this page and keep with letters to be answered.

JARDINE

REGISTERED J TRADE MARK

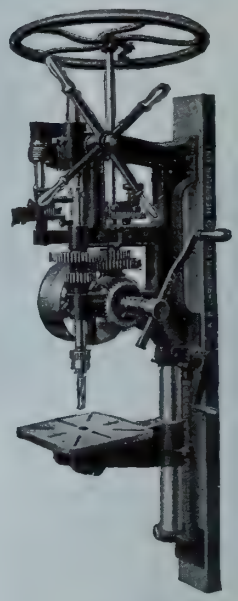
Made in Canada
with Canadian Money
by Canadian Labor

Blacksmiths'
Boiler Makers'
Machinists'
and
Pipe-Fitters'
Tools



No. 1 A Toledo Pipe Stock

Canadian Giant Power Hammer.



No. 6 Hand and Power Drilling Machine.

No. 3 Horseshoer's Vise and Bolt-Header.

Write for Catalogue

No. 17—Machinists', Blacksmiths' and Boilermakers' Tools
or
No. P3—Pipe-Fitters' Tools

A. B. Jardine & Co.
Limited

Hespeler · Ontario

Sole makers of "Jardine" Pipe-Threading Tools.
Sole licensees to manufacture and sell Toledo Pipe-Threading Tools in Canada.
Agents, Winnipeg and West—Stanley Brock, Ltd., Winnipeg, Man.
Brockville and East—J. R. Devereux, 358 Beaver Hall Square, Montreal.
Belleville and West—W. H. Cunningham & Co., 183 Church St., Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.

WHAT SHALL I DO THIS FALL IN THE MATTER OF BUYING?

That is the question now before the Canadian hardware trade. It is a pertinent and important matter that means much to every buyer, be he retailer or jobber.

WHAT ARE THE FACTS?

For many months business has been good and sales have increased on both staple and special lines. The energetic hardware man has enjoyed better business than ever. And he has done so under the severe handicap of being unable, always, to obtain the goods he wanted, and which his trade demanded.

Shortages have been numerous, and still are. This applies in a special sense to manufactured products made of iron and steel, sold largely through the retail hardware trade. At this time there is nothing to indicate that this condition will soon be righted. Booked orders have piled higher and higher, and those who have ordered these goods want them and are not cancelling.

Building conditions have been active and immense quantities of hardware have been absorbed. Normal building activity still continues, and of one commodity alone—nails—there is not sufficient to meet the trade needs. This shortage but emphasizes the shortage of other steel and wire products.

"DECLINING PRICES IN A WORLD WHERE ALMOST EVERY IMPORTANT ARTICLE IS IN SCANT SUPPLY SEEM ALMOST IMPOSSIBLE."

This quotation from the monthly report of the Royal Bank of Canada comes from a representative financial institution. These banks usually act and speak conservatively, and in that brief statement there is food for thought. They say in the same report:—

"PERMANENTLY LOWER PRICES ARE HARD TO JUSTIFY"

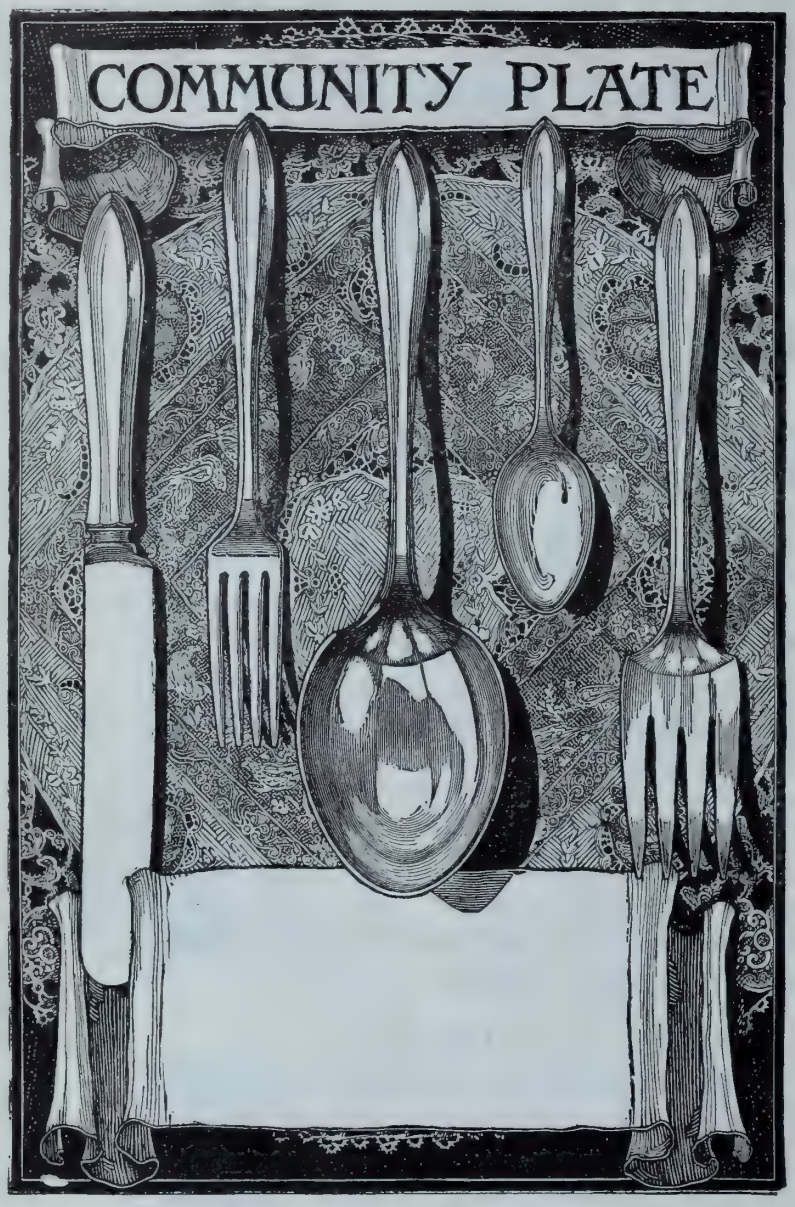
Canada is growing—must grow apace, and with the opportunities at her command; with promise of big crop returns, and with every advantage at her disposal, there is reason for continued optimism.

IF YOU NEED HARDWARE BUY IT AND BE PREPARED. OUR STOCKS ARE ALWAYS LARGE; SELECT FROM THEM

LEWIS BROTHERS, LIMITED

MONTREAL **QUEBEC**

If interested, tear out this page and keep with letters to be answered.



Place Your Order
With Us Now
and Enjoy
all the
Advantage
in the Busy
Holiday Season

Early Buying Means
Better Holiday Selling

Caverhill, Learmont & Company

MONTREAL

If interested, tear out this page and keep with letters to be answered.

"Where there's a Wilt There's the Way"

YOUR GUARANTEE OF

ACCURACY
EXCELLENCE
PRECISION
QUALITY
UNIFORMITY
SERVICEABILITY

WILT

The Name They Look For

On High Speed and Carbon Twist Drills, Reamers and Milling Cutters

The wisest and most successful jobbers, dealers and manufacturers stock WILT Tools because they are made from carefully chosen and scientifically tested raw materials, made by the most skillful workmen, in a factory equipped with the most modern, up-to-date machinery and equipment, backed by the most rigid inspection and most liberal guarantee.

When you buy or sell a WILT product you are handling the acme of perfection in machine tools. You can handle cheaper tools but you cannot handle better.

Insure your business and production by buying, selling or using WILT products.

Have you seen th e special WILT Reamers for Ford cars?

Trade WILT Mark

Wilt Twist Drill Co.
of Canada, Limited

Walkerville Ontario

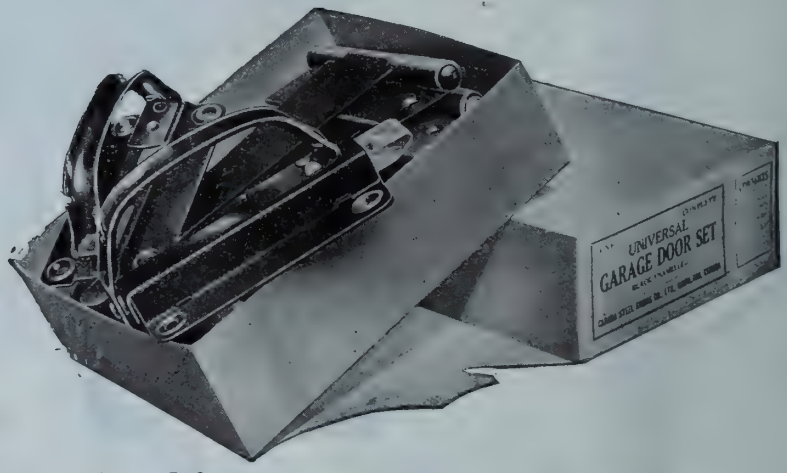
If interested, tear out this page and keep with letters to be answered.

For Still Greater Garage and

Sell Canada

Universal Garage Door set

The Common Sense Set



Packing that Saves You Money

3—Pair 8 inch Extra Heavy Tee Hinges.

1—No. 1055 x 6 inch Wrought Steel Chain Bolt.

1—No. 1056 x 6 inch Wrought Steel Foot Bolt.

1—No. 1240 Wrought Steel Door Latch.

When you have to hunt up several parts, unwrap them, count the screws, etc., you consume your own selling time as well as trying your customers' patience.

This neat style of packing—the C. S. G. Co.'s Style—saves your time and the customers', and prevents mistakes in selecting parts.

The set weighs 10 lbs., packed 6 sets to a case.

Canada Hangers

Smooth Easy Runners

The Canada — a flexible steel hanger—is a splendid performer on the job. It runs smoothly and easily on anti-friction, steel roller bearings, using the same track as our popular National Hanger.

The Braced Rail is 1¼ x 3-16 inches and is furnished in lengths of 4, 6, 8 and 10 feet; 8 lengths to the bundle. "Canada" Hangers cannot jump the track. They come neatly and conveniently packed one pair in a box, complete with bolts. Be sure to include "Canada" in your order. It will pay you.

Canada Steel Goods

Hamilton

If interested, tear out this page and keep with letters to be answered.

Sales and Profit in Builders' Hardware—

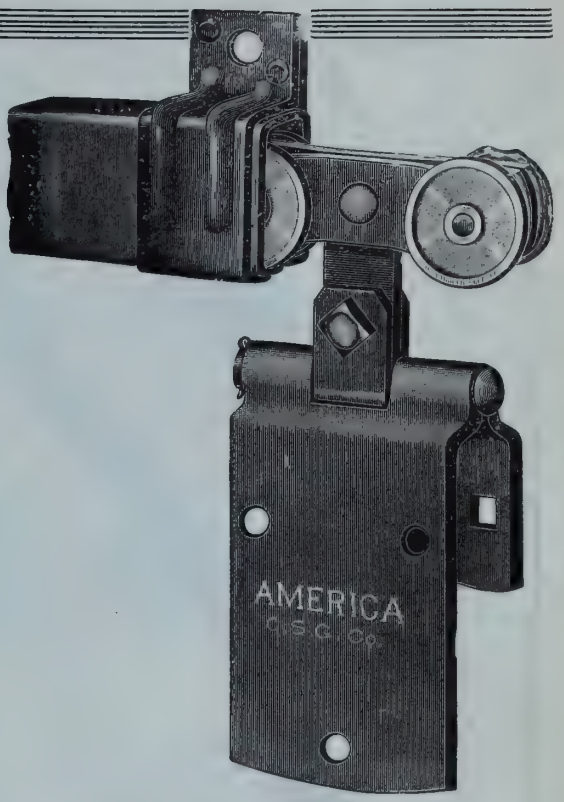
Steel Goods

THE HATCH GARAGE DOOR OUTFIT

Perfect Satisfaction at Low Cost

Exceptionally easy to "Put Up." Full directions are packed with each set. Slamming or sagging of the doors is impossible; nor can snow and ice interfere with their working easily and reliably.

The Hatch Garage Door Outfit is rich in selling points. Its performance is so reliable and satisfactory to the user that sales of Hatch Garage Door Outfits lead to more future sales and permanent business. It is not a "cheap" set but a good set. High cost is not necessary to obtain satisfaction in a garage set.



America Hangers

Canada's Best Seller

If you are not now sharing in the sales of this "best seller," and others of the popular Canada Steel Goods Line you are overlooking an opportunity for constant, profitable sales.

"America" is for warehouse, factory, garage and barn doors. It has tandem trucks, hardened roller bearings and an apron 6 in. long, 3¼ wide.

Adjustments simple. Anti-friction, forged steel yokes.

Each pair includes: 2 end caps; bolts for hangers, and lag screws for brackets. Packed one pair in a box complete with screws and bolts.

Company, Limited

Canada

If interested, tear out this page and keep with letters to be answered.

Hunting Supplies

Unlimited Choice

Our stock of Guns, Rifles, Ammunition and hunting accessories is complete, offering you almost unlimited choice. We can offer you the best in values, workmanship, quality and service. Our lines consist of the most popular models of Rifles, Guns, Pistols, Dominion and American ammunition. We also have an attractive assortment of rifle cases, hunting knives, compasses and other sporting necessities.

Mail orders will receive special attention.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

If interested, tear out this page and keep with letters to be answered.

WHEN LINCOLN FREED THE SLAVES

BOURNE SPOONER was an overseer in a rope walk in New Orleans, employing slave labor exclusively. He was a northern man, a strong opponent of slavery. He saw the economic inefficiency of unpaid labor. He believed that better rope, at less cost, could be made in the north by free men. So he resigned his position and in 1824 came back to New England to prove his contention, choosing Plymouth as the site for his new rope walk.

When in 1863 Abraham Lincoln signed the historic document that struck from over a million black men the shackles holding them in bondage, this company had proven over a period of 39 years that slavery was an economic waste.

The rope made at Plymouth was good rope — so good that the old rope walk has expanded until the buildings of the company now house the largest rope works in the world.

PLYMOUTH ROPE

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

No. 12

If interested, tear out this page and keep with letters to be answered.

Westclox

—that orange and buff salesman

WESTCLOX alarms show their colors. Folks have come to know them at a glance by the bright colored orange and buff, six-sided tag that each clock wears.

This mark helps your customers spot a good alarm clock at a distance—in your window or at the other end of the store. Close up, the name—*Westclox*—on the dial serves as an additional identification.

Both mean that the clock has that good Westclox construction that made the line famous.

Many a merchant recognizes our orange and buff tag as one of the best salesmen in his store. It brings in old customers and new ones. And it sells lots of merchandise besides alarm clocks for him.

Western Clock Co., Ltd., makers of Westclox
Peterborough, Ontario

If interested, tear out this page and keep with letters to be answered.

P X H
TRADE MARK

Ingersoll
FILES.

Wherever Honest Filing Service is valued in Canada,
There you will find P.H. or Imperial Files.

Are you handling these *better* tools?

They are made in Canada, by Canadian Capital and Canadian Labor, and are stocked by Jobbers from Coast to Coast.

"They cut faster and wear longer."

Be File-wise.

Ingersoll File Company, Limited.

John Morrow Screw & Nut Co., Limited,

SOLE DISTRIBUTORS,

Ingersoll, Ontario.

Ask Your Jobber.

IMPERIAL
TRADE MARK

If interested, tear out this page and keep with letters to be answered.

5602 Double Boiler

The Largest and Most Complete Stock in Canada

5635 Tea Kettle.

V I K O

Aluminum Ware

165 Tea Set

2693 Tea-Ball Tea Pot

VIKO

Child's Tea Set

Of the many reliable lines of Viko Aluminum Ware, No. 165, the Child's Tea Set, offers a remarkable opportunity for more business for the dealer. It will stand the wear and tear of children's play, its remarkable wearing powers being assurance of long service. The dealer will make friends and customers through the children.

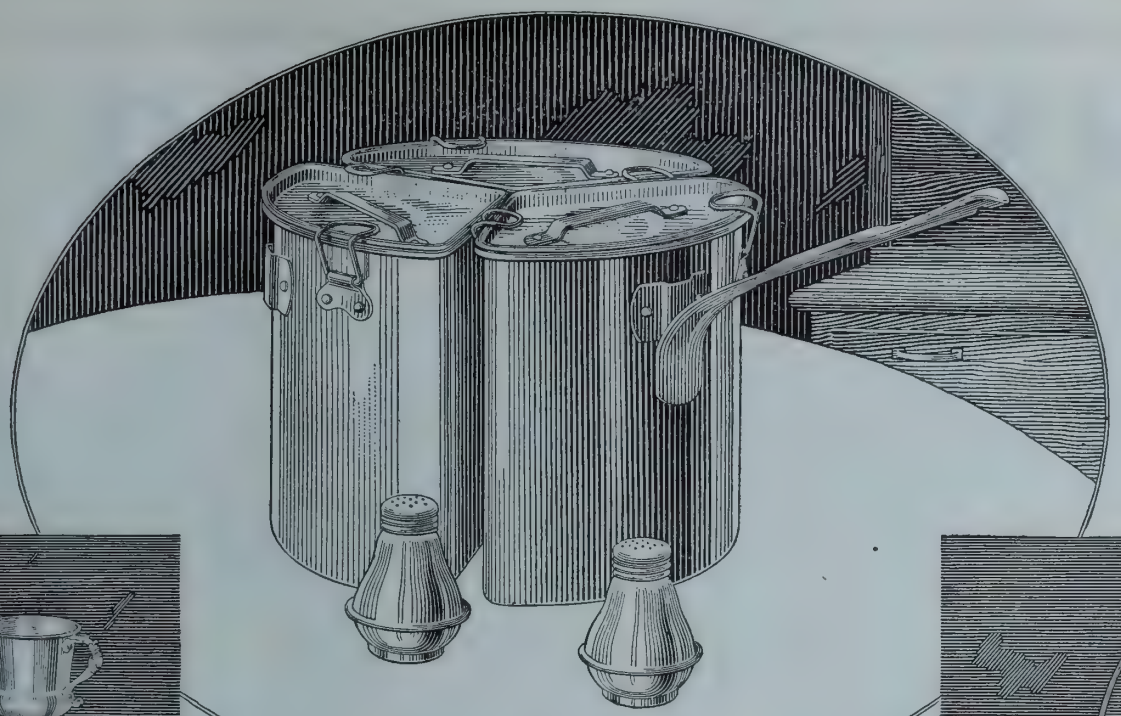
5134 Omelette Pan

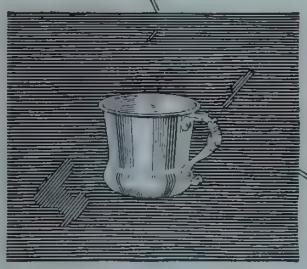
Complete Catalogue and Price List sent on request

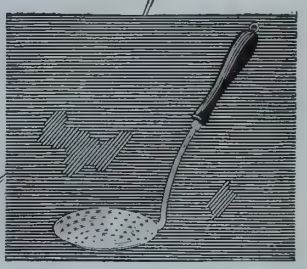
ALUMINUM SPECIALTY COMPANY OF CANADA

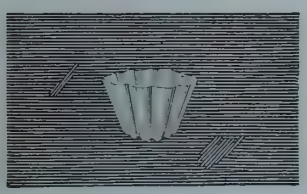
60 John Street - Toronto

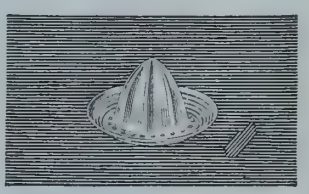
If interested, tear out this page and keep with letters to be answered.

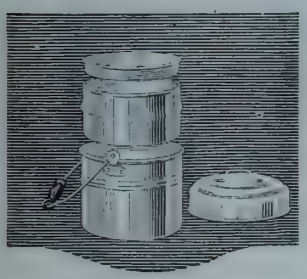












Retails Profitably at a Popular Price

Probably a forked stick and hot stone were the first cooking utensils ever used. As civilization advanced, man improved his cooking devices. Now, in this twentieth century, aluminum is accepted as the ideal metal for kitchen utensils. It is durable, takes heat readily, holds it long, and neither chips nor cracks.

VIKO, The Popular Aluminum, is a better aluminum ware. Of improved design and sturdy construction, it not only sells readily but gives perfect satisfaction in use. And it can retail profitably at a popular price. There's a Viko utensil for every kitchen need. For dealer's proposition—

Ask Your Jobber

Aluminum Goods Manufacturing Co.
General Offices: Manitowoc, Wisconsin, U. S. A.
Makers of Everything in Aluminum

VIKO

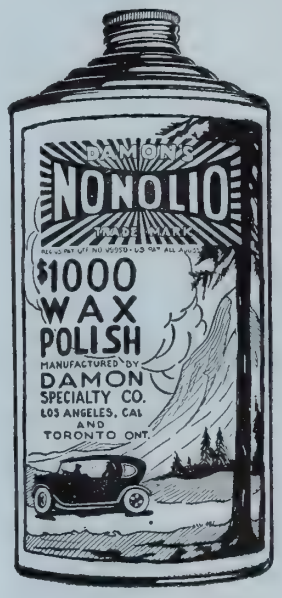
The Popular Aluminum

If interested, tear out this page and keep with letters to be answered.

"NONOLIO"

(*No-Oil*)

-the Famous California Polish is Now Made in Canada



Hardware retailers and jobbers who know the reputation of "Nonolio" in the United States will welcome the announcement for it fills the need of Canadian motorists for a polish which not only gives a high permanent lustre, but preserves the finish for the life of the car.

"Nonolio" is backed by a $1,000 guarantee that it contains no acid, oil or alkali. It removes mud stains and protects the finish from mud and water spotting.

"Nonolio" is dust and waterproof and gives a lustre so hard and dry that it cannot be finger-marked.

Hundreds of Canadian motorists are to-day using "Nonolio" exclusively and back up every claim we make. You should be selling "Nonolio" in your district. Be the first in your town to show and demonstrate this famous automobile and furniture polish. It cleans as it polishes with only one operation.

DAMON SPECIALTY COMPANY

42 Duke St., Toronto

Call at our factory and salesroom at 42 Duke St., Toronto, when at the Canadian National Exhibition.

"Nonolio" *is sold by these jobbers*

BRITISH COLUMBIA—
J. F. Putnam & Co., Vancouver.

SASKATCHEWAN—
Bowman Bros., Saskatoon.
Independent Electric Co., Regina.

ALBERTA—
Motor Car Supply Co., Calgary.
Chapin Company, Calgary.
Wood, Vallance & Adams, Ltd., Calgary.
Motor Car Supply Co., Edmonton.

MANITOBA—
J. H. Ashdown Hardware Co., Winnipeg.
D. Ackland & Son, Winnipeg.
Great West Saddlery Co., Winnipeg.
Marshall Wells, Ltd., Winnipeg.
Wood-Vallance, Ltd., Winnipeg.

ONTARIO—
Rice Lewis & Son, Ltd., Toronto.
Hyslop Bros., Toronto.
Canadian Fairbanks-Morse, Toronto.
Wood, Alexander & James Co., Hamilton.

QUEBEC—
James Walker Hardware Co., Montreal
Canadian Fairbanks-Morse, Montreal

If interested, tear out this page and keep with letters to be answered.

View of interior of Russill Hardware Co.'s Store, Toronto, showing Dayton Hardware Scales recently installed

DAYTON SERVICE IN CANADA'S BIGGEST BUSIEST STORES

THERE is a reason why the live, progressive merchants prefer the Dayton Hardware Scale. For instance—

Aniline dye was selling at 25 cents an ounce. A Dayton salesman strolled in. "Try it on my machine," he suggested. The old scale had just been wheezing in its old-fashioned way: "One ounce." The Dayton said: "42 cents!"

The minute hand hadn't travelled far before the Dayton salesman was obeying Mr. Russill's summons: "Come up to my office!" And this is what he heard: "I don't want one of your machines. I want TWO."

Let the lesson of successful business men guide you. The Dayton is the real, high power machine of modern merchandising.

MADE IN CANADA

International Business Machines Co. Limited

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Mercer Bldg.; MONTREAL, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415½ Yonge St.; HAMILTON, 225 King St. E.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 254 Third Ave.; CALGARY, 127 Sixth Ave.; EDMONTON, 10118 102nd St.; VANCOUVER, 110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)

IF IT'S A DAYTON IT'S RIGHT

If interested, tear out this page and keep with letters to be answered.

MADE IN CANADA

TRADE Gillette MARK

KNOWN THE WORLD OVER

Four Wonderful Months

September — October — November — December — they always are record-breaking months for Gillette dealers — especially those who are alive to the possibilities and plan to profit to the utmost by the nation-wide Gillette buying impulse!

And if these months are good in ordinary years, what may reasonably be expected in a year that has bristled with rewards for honest enterprise?

Some Gillette dealer in your vicinity is going after this business more vigorously than ever before. He will carry ample Gillette stock in good variety; he will make attention-stopping window displays; and with a clear vision of what can be done in the four wonderful months just upon us, he will make the Gillette Safety Razor the finest profit-producer in his store.

Are *you* prepared?

The Gillette Safety Razor Co. of Canada
Limited
MONTREAL - CANADA

20,000,000 MEN USE THE Gillette

Safety Razor

Wooden

The J. H. Fall

Here are just a few sugges new catalogue. With the at hand every dealer should —it's a regular guide-book printed in colors, it shows samples at hand, making

Superior Toys

No. 57 Limousine, finished in best enamel, 15½" x 8" x 6", No. 58 Dog Cart, finished in best enamel, 23" x 10½" x 7", No. 59 Truck, 4 wheel, finished in best enamel, 28" x 10" x 6", No. 60 Fire Engine, finished in best enamel, 18" x 11" x 5½", No. 61 Auto Ambulance, finished in best enamel, 11" x 7½" x 4", No. 62 Automobile, finished in best enamel, 12" x 7" x 4".

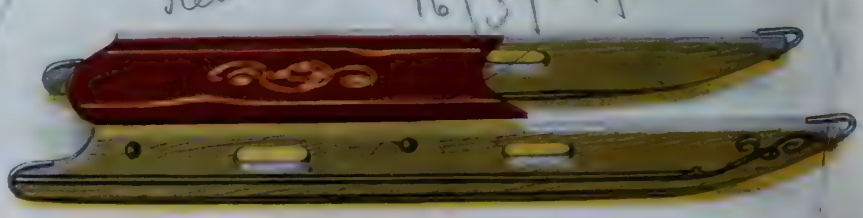
Send for this paying catalogue.

Sleds That Sell

Has two hand holes. Heavy round steel spring shoes. Runners are oiled, varnished and finished in natural wood. Tops are painted assorted colors, nicely decorated and varnished. The No. 3 is spring shoe, 36 inches in length, 11 inches wide weighs 95 pounds per dozen. The No. 4 is spring shoe, 39 inches long, 11 inches wide and weighs 105 pounds per dozen. The No. 5 is spring shoe, 42 inches long, 12 inches wide and weighs 115 pounds per dozen.

The J. H. Hanson

Montreal



If interested, tear out this page and keep with letters to be answered.

Ware

Hanson Co.,

Catalogue

tions from this handsome holiday buying season now have this useful catalogue to profits. Attractively the goods almost like having selection easy.

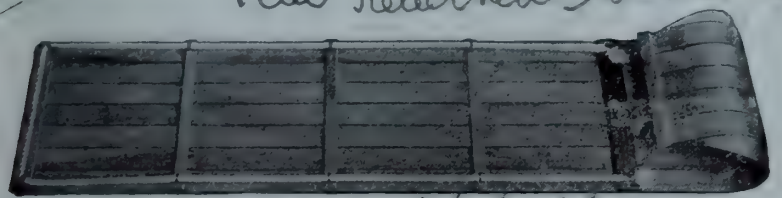
Kitchen Ware

No. 200 Rolling pin, solid handles, plain, 10½ x 2½ inches, 18 inches over all. No. 201 Rolling pin, revolving handles, plain and enamelled, 10½ x 2½ inches 18 inches over all. Packed 12 in a crate, 24 lbs. No. 202 Salt box, basswood, stamped salt or sel. 3 doz. in crate, 36 lbs. No. 203 Potato masher, 2¼ inches diameter. No. 204 Potato masher, 2½ inches diameter, 36 in a crate, 30 lbs. No. 205 Clothes dryers, 3 arms, plain. No. 206 Clothes dryers, 3 arms, varnished. No. 207 Clothes dryers, 5 arms, plain. No. 209 Clothes line pulley guide, two wheels. No. 210 Clothes line pulley guide, one wheel. No. 221 Knife box, plain, two compartments, 36 in crate, 22 lbs. No. 212 Towel roller, plain wood, 18½ inches, 22 inches over all. No. 213 Towel roller, varnished, 18½ inches, 22 inches over all.

Prices on Application.

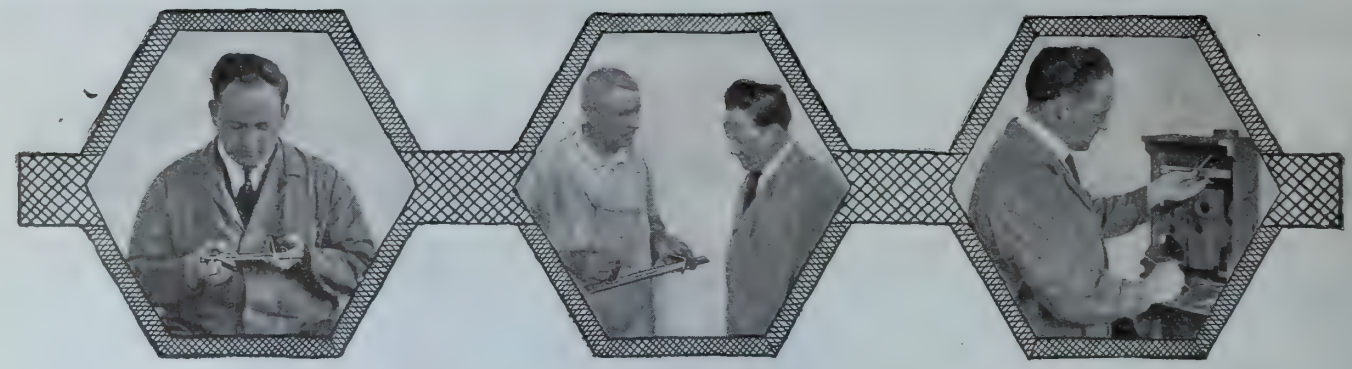
Company Limited

Canada



Ideal Toboggan Construction

Our No. 2 Toboggan is made exactly like our No. 1, with the exception of the hood, which has the two outside slats turned in under the hood, giving the toboggan a better looking shape and protecting the hood from breaking. This toboggan is made of seven clear birch slats, 2½ inches wide and ⅜-inch thick. The side ropes are of the best quality of cotton and 7-16-inch diameter. The hood and body are finest oil finish. Full width of toboggan, 17 inches; weight per lineal foot, 2 lbs. Lengths: 3 feet, 4 feet, 5 feet, 6 feet, 7 feet, 8 feet.



BROWN & SHARPE TOOLS

For three generations the choice of the best mechanics because of—

1 *APPEARANCE.* Every mechanic appreciates the fine finish of Brown & Sharpe tools. The clean-cut graduations, the nice balance, the careful adjustment of fitted parts —all appeal to his sense of mechanical excellence.

2 *REPUTATION.* For seventy years the signature "B & S Mfg. Co." has meant to the average mechanic accurate, reliable machinists' tools. He learns it as an apprentice, proves it as a journeyman and passes it on to his own apprentices.

3 *EXPERIENCE.* The strongest factor of the three. While appearances might deceive, reputation be the echo of another's opinion, actual, first-hand experience renders the final decision—that's why most mechanics ask for Brown & Sharpe tools. Do *you* carry them?

WE PROTECT THE DEALER

BROWN & SHARPE MFG. CO.
Providence, R. I., U. S. A.

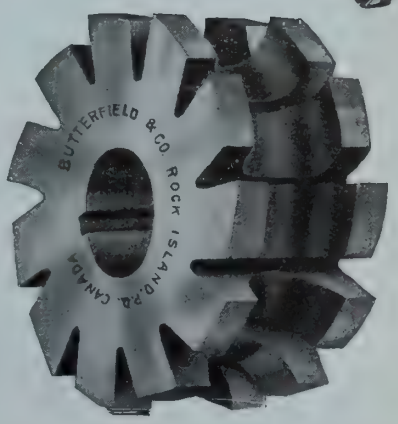
B·S
TRADE MARK

If interested tear out this page and place with letters to be answered.

BUTTERFIELD

Tools that set the Recognized Standard for Accuracy and Speed

The high and unquestioned reputation and standing among mechanical men in Canada of Butterfield Tools is a direct source of profit to hardware merchants who display Butterfield's in their tool departments. The excellence of these high efficiency tools is only rivalled by their splendid selling qualities for the merchant.



Butterfield & Co., Division
Union Twist Drill Co.
Rock Island, - Quebec

If interested tear out this page and place with letters to be answered.

BUTTERFIELD

Butterfield for Fast Cutting

Your customers get lowered production cost with increased production by reason of the well-known, fast-cutting qualities of Butterfield tools. Butterfield tools have that keen, clinging edge that duplicates work with accuracy time after time with much less tool-maker's attention.

Splendid workmanship under high standards of manufacture, guided by 40 years' experience, and material selected with unusual care make Butterfield's the tools that carry satisfaction with every sale and bring repeat business to your store.

Butterfield & Co., Division
Union Twist Drill Company
Rock Island - Quebec

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue De Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr, Anderson & Co., Malmo; Spain, Casamitjama Hermanos, Barcelona; Japan, Abe Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

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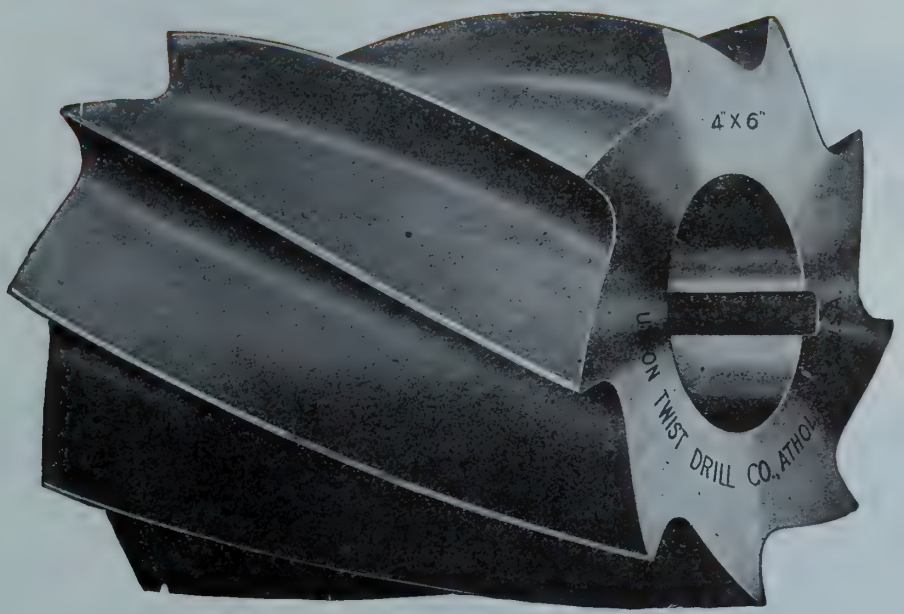
BUTTERFIELD



Butterfield for Reliability

There is much in the saying that "nothing succeeds like success." Butterfield success has provided advantages in design and manufacture. First of all, 40 years' experience has supplied valuable data; success has made the use of Butterfield's widespread, so that we have the experience of many widely varied industries and understand the problems of all. Great sales and marketing, purchasing and manufacturing experience assure the Butterfield absolute reliability and consequent consumer satisfaction, confidence and repeat business.

Butterfield & Co., Division

Union Twist Drill Company

Rock Island - Quebec

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue De Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr, Anderson & Co., Malmo; Spain, Casamitjama Hermanos, Barcelona; Japan, Abe Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

If interested, tear out this page and keep with letters to be answered.

BUTTERFIELD

Butterfield for Accuracy

and for 'standing up to the work'

Mechanics everywhere and the responsible plant executives—purchasing agents especially—know Butterfield tools and have confidence in them. In fact, just a little more than confidence—mechanical men respect and admire Butterfield tools, because the way they do their work and stand up to severe requirements compels respect, admiration and esteem.

This attitude of mechanical men has long since led to sales for Butterfield's that command the respect of every hardware man who intends to have satisfied customers and repeat sales.

Butterfield & Co., Division
Union Twist Drill Company
Rock Island - Quebec

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue De Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr, Anderson & Co., Malmo; Spain, Casamitjama Hermanos, Barcelona; Japan, Abe Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

If interested tear out this page and place with letters to be answered.

"STERLING"

The above word indicates value. Good value in a Hack Saw Blade means a saving of dollars and cents to the consumer. A poor Hack Saw Blade is expensive at any price.

Even a competitor will acknowledge that "STERLING" Hack Saw Blades are good. Users of the "STERLING" Blades say they are most excellent.

This high degree of excellence and efficiency has been obtained through the careful study and workmanship of men devoting their entire time and effort to produce as satisfactory a Hack Saw Blade for the consumer as is possible by any process of manufacture.

Added to above, the steel used in "STERLING" Blades is the best rolled by any mill in the world.

"STERLING" HACK SAWS

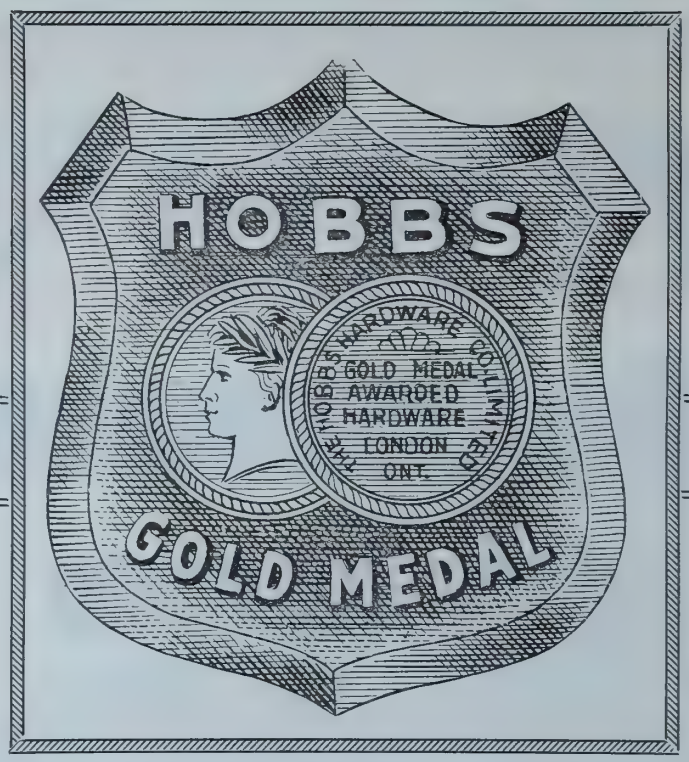
DEALERS:—Sterling Blades satisfy the most particular mechanics. It will pay you to stock them. Ask for catalog and quotations.

Manufactured by

DIAMOND SAW & STAMPING WORKS

BUFFALO, N.Y., U.S.A.

If interested, tear out this page and keep with letters to be answered.



The Mark of Quality

"HOBBS Gold Medal" is the mark that links up your store with the consumers' satisfaction. Confidence is inspired in the minds of consumers by this well known mark backed by the guarantee and business reputation of a company that has done business with Canada's hardware trade for over forty years, supplying reputable, salable goods at short notice.

We have every advantage of equipment and preparedness for prompt supply of fall and winter goods. Many profitable lines of interest to you are listed in our quarterly catalogue of "Seasonable Specialties."

We Hope to See You at the Western Fair

The Hobbs Hardware Co., Limited

London, Canada

If interested, tear out this page and keep with letters to be answered.

Arrowhead Saws

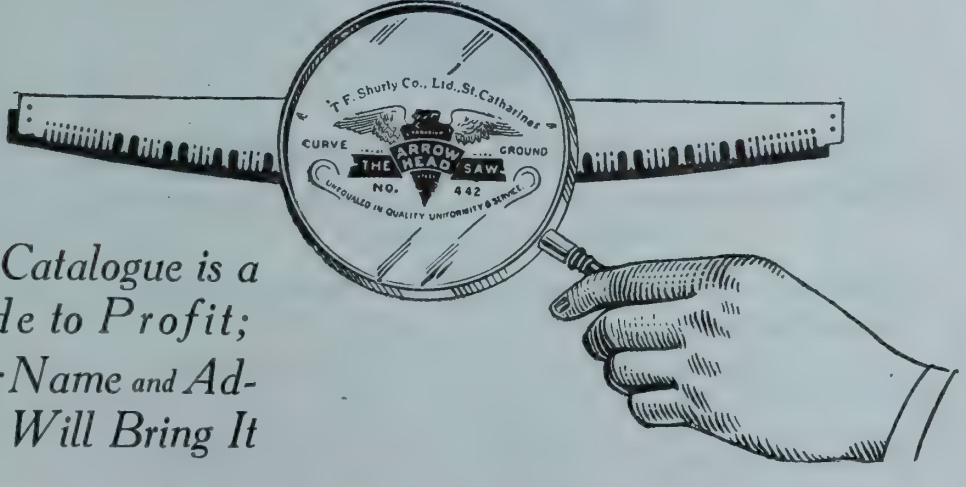
Vanadium Steel

For Fall Trade

Arrowhead Saws—the "standard of Canada"—have more than satisfied skilled workmen since they first appeared on the market.

These excellent Saws are perfectly tempered, hang right, are set right and sell right. The Hardwareman who stocks Arrowhead Saws, will make satisfied customers and bring repeat business. Our new plant is the last word in the manufacture of saws. It gives us splendid capacity for keeping up with the orders, and assures prompt deliveries.

A few of our lines are: Cross-Cut Saws, Hand Saws, Buck Saws, Circular Saws.



Our Catalogue is a Guide to Profit; Your Name and Address Will Bring It

T. F. Shurly Company

Limited

St. Catharines **Ontario**

TRADE
PENBERTHY
MARK.

COMPODISK

BRASS VALVES

"With the Composition Disc"

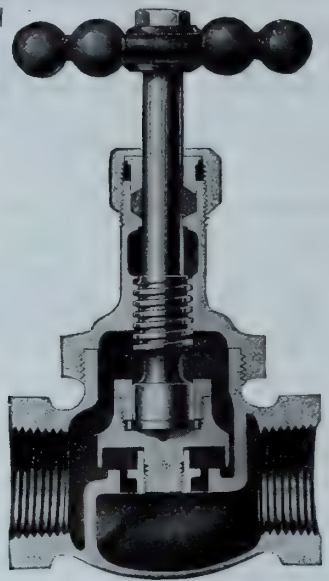


Fig. 550-S

"Outside Bonnet Construction"

The first improvement made in brass valve construction in generations past

Government Approved for 175 lbs. Steam Pressure.

What the outside bonnet construction means—
It prevents corrosion of threads. It prevents spreading or enlarging bonnet end of body when tightening down bonnet to place. It eliminates all strains or stripping of threads. It makes a more compact valve, consequently a stronger one. The discs used in these valves will give long life under severe conditions. Every valve is fitted with packing gland and follower. Workmanship and finish unequalled anywhere.

Manufactured by

PENBERTHY INJECTOR CO., LIMITED
WINDSOR CANADA

If interested tear out this page and place with letters to be answered.

TRADE

PENBERTHY

MARK.

BRASS GATE VALVES

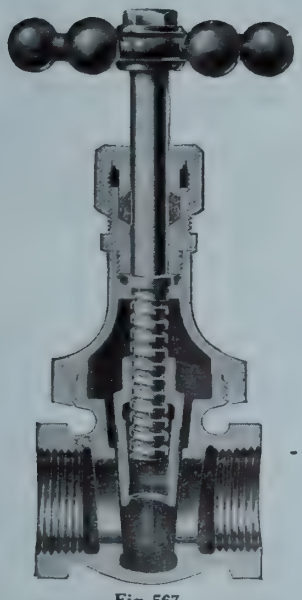


Fig. 567

"Outside Bonnet Construction"

Improved Design Improved Efficiency

All Penberthy Gate Valves are designed with outside bonnet construction, same as our compodisk and regrinding lines of valves. It is the most practical and reliable idea of valve construction.

Penberthy Gates are made with solid wedge disc, which has proven much superior to the split or two-piece disc type.

Penberthy Gates are Government registered for 150 lbs. steam pressure.

Design, workmanship and finish unequalled anywhere. Be sure this name is on the valve you buy.

Manufactured by

PENBERTHY INJECTOR CO. LIMITED
WINDSOR CANADA

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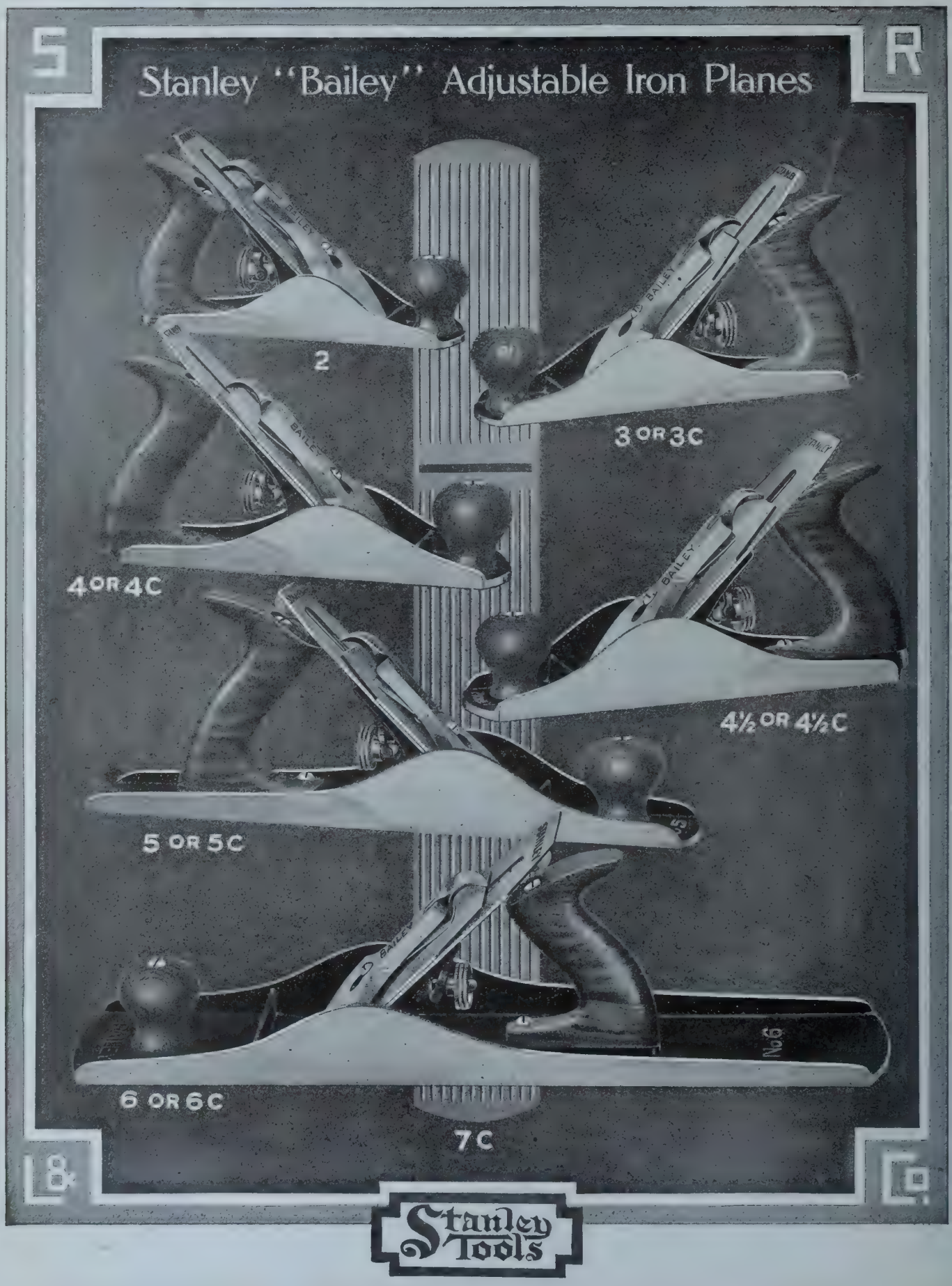

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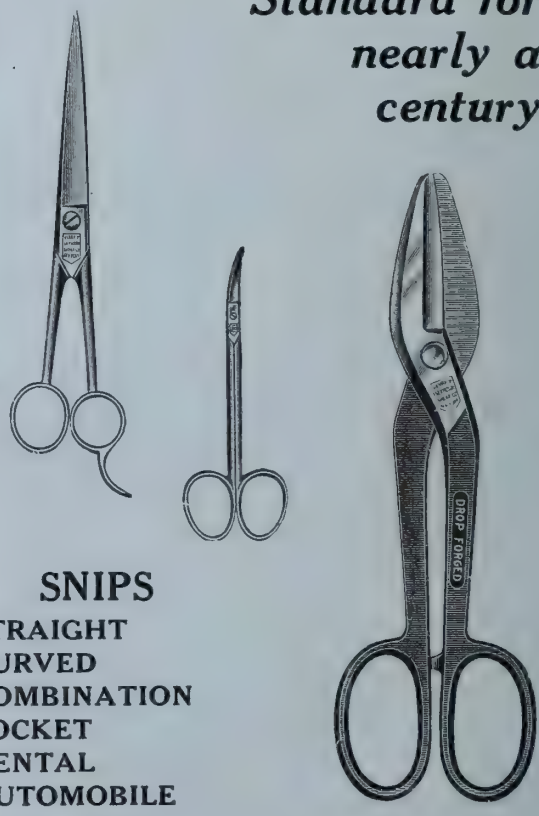
If interested, tear out this page and keep with letters to be answered.

SEYMOUR

SHEARS
SCISSORS
TINNER SNIPS

Standard for nearly a century



STEEL LAID

Special Shear Steel welded on forged frames makes the "SEYMOUR" cutting edge unsurpassed.

SHEARS	SCISSORS	SNIPS
STRAIGHT	LADIES'	STRAIGHT
BENT	FLAT AND OVAL	CURVED
BANKER	POCKET	COMBINATION
PAPERHANGERS'	EMBROIDERY	POCKET
BARBERS'	CUTICLE	DENTAL
CANDY	NAIL	AUTOMOBILE
FETLOCK	BUTTONHOLE	
TAILORS'	ELECTRICIAN	

FULLY WARRANTED — HENRY T. SEYMOUR SHEAR CO. NEW YORK.

The Leading Wholesalers Will Supply You.
Ask Us to Mail Catalog.

HENRY T. SEYMOUR SHEAR CO.

106-110 Lafayette St., New York City, N.Y.

Canadian Selling Agent:

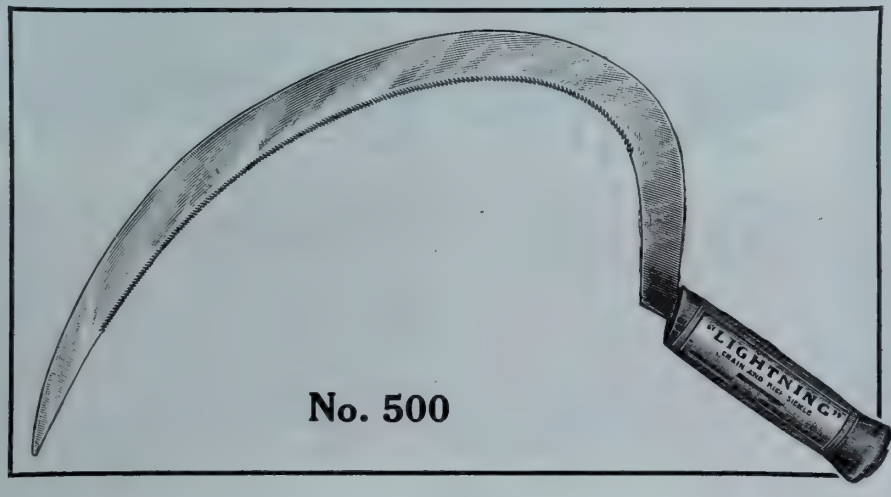
Jas. Gerard Kerr, 411 St. Nicholas Bldg., Montreal

If interested tear out this page and place with letters to be answered.

A NEW DUNN EDGE PRODUCT

The

"LIGHTNING" GRAIN AND RICE SICKLE



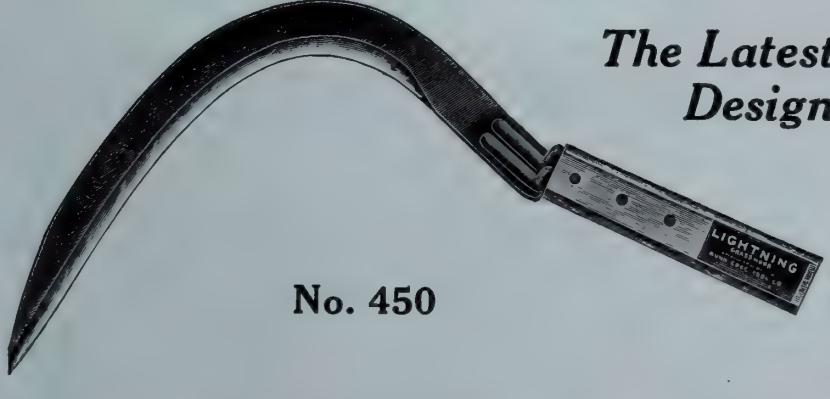
No. 500

Tempered Steel Blade, Upper Side Polished, Back Natural Oil Finish, Serrated Cutting Edge, Through Tang and Riveted, Hardwood Handle.

A PROMINENT GRASS HOOK

THE "LIGHTNING"

It Cuts Like Lightning



No. 450

The Latest Practical Design for Easy Cutting.

The Offset Handle Saves the Knuckles.

The Blade is of Tempered Steel, Oil Finish, Ground Sharp and Polished on Cutting Edge, Flat Tang Riveted to Handle, Hardwood Handle.

Write for Catalog.

WIEBUSCH & HILGER, LTD.

106-110 LAFAYETTE STREET - NEW YORK, N.Y.

Canadian Selling Agent:

JAS. GERARD KERR, - 411 ST. NICHOLAS BLDG., MONTREAL

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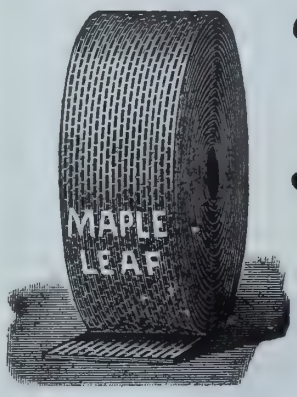

"Maple Leaf" Brand *Stitched Cotton Duck Belting*

Strong ***Durable***

has an established reputation such as will instil confidence into every salesman, of the quality that is in reality backing up his statements as to the exceptionally efficient construction of "Maple Leaf" Belting.

It is thoroughly waterproof, and consequently no matter whether it is running in wet or dry places it is equally good. Its success as a main drive belt is well known.

MAPLE LEAF BELT DRESSING

The Best for all Kinds of Belts

The most particular customers are constantly demanding this belt dressing, as it contains no acid or alkali. It prevents slipping. Highly recommended to salesmen who are desirous of keeping up their profit-making sales.

Write for Samples and Prices.

Quebec Branch : 51 Duluth Building, Montreal

DOMINION BELTING CO., LIMITED

HAMILTON - ONTARIO - CANADA

If interested, tear out this page and keep with letters to be answered.

Hoyt White Metals are made for every use under the Sun

Hoyt's Nickel Genuine Babbitt Specified during the Great War by the British and Canadian Governments for use in Aeroplane Engines

HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG

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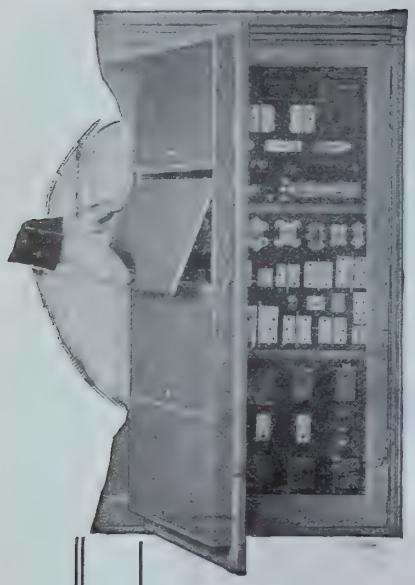


"DULUTH"

Sectional Hardware Store Equipment

For Better Service to Your Customers

The man who comes to your store to buy hardware wants quick and efficient service. Can you give it to him? Or do you keep him waiting "half the day" while you turn over old boxes and look through musty shelves, and in the end have your prospect lose patience and go "across the the street?"

You are increasing your costs and cutting sales by the old-time style of fixtures. Equip your store with Duluth Furnishings and do away with lost business. The customer can walk to a case and select what he wants. Very often he will buy an article your clerks would not think of suggesting. Duluth simplifies sales, takes fewer clerks, gives more storage space, and better customer satisfaction.

Makers of "Duluth" Sectional Hardware Store Furniture

Ask for Complete Catalogue No. 10.

Duluth Show Case Company, Duluth, Minnesota, U.S.A.

ARMCO
Ingot Iron ENAMELED PRODUCTS

What makes them so beautiful?

THE housewife strokes the polished surfaces of her Enameled Refrigerator, Kitchen Cabinet and Table Top, all of which are made of Armco Brand of American Ingot Iron. She runs her eye over the enameled parts of her kitchen stove made of the same metal, and marvels at the sleek perfection that she both sees and feels. Where are the usual rough places? Is the smoothly beautiful finish due to some new and wonderful process of enameling?

Enameling processes are improving all the time, but the real reason *is the remarkable purity and evenness of the metal underneath the enamel—American Ingot Iron.*

It is made so even and so free from occluded gases, seams, scars, cracks, spots, and other defects that commonly cause blemishes in enameled products, that the coating of enameling goes on smoothly and perfectly, and stays that way.

Many leading stove manufacturers have practically eliminated their "culls" because they now use Armco Brand of American Ingot Iron exclusively in the manufacture of their stoves, kitchen cabinets, and table tops. The Sanico Porcelain Range and the Leonard Cleanable Refrigerator, together with the Kitchen Cabinet and Table Top pictured in this advertisement, are made from American Ingot Iron of the well-known Armco purity and quality.

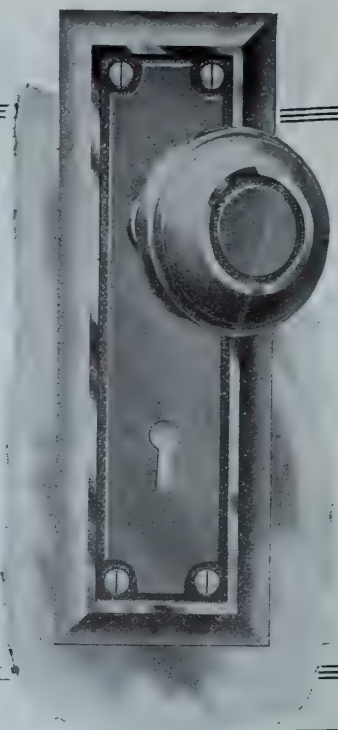
We are always glad to aid housewives in securing Enameled Products made of Armco Brand of American Ingot Iron for their homes. Write us.

THE AMERICAN ROLLING MILL CO.
Box 305, Middletown, Ohio

The trade-mark ARMCO carries the assurance that products bearing that mark are manufactured by The American Rolling Mill Company with the skill, intelligence, and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for them. The trade-mark ARMCO is registered in the U. S. Patent Office.

ARMCO

Highest Quality Builders' Hardware



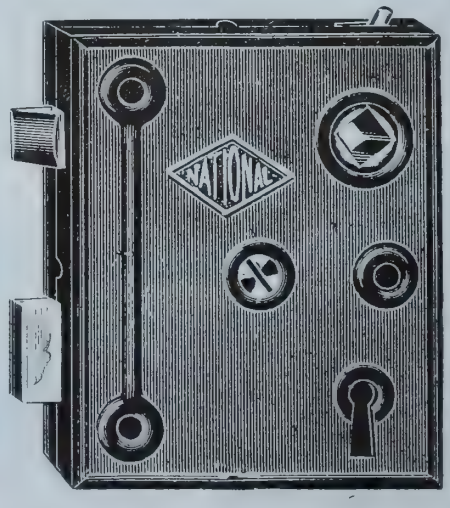
No. 52

No. 54

Quick Turnover and Good Profits

will result where these attractive Front Door and Inside Sets and other lines are carried. There are many attractive designs superior both in quality and workmanship.

Dealers are enjoying increased business, quick turnover, and good profits. You can do the same. Write to-day for particulars.



No. 3800

The NATIONAL Steel Rim Lock

This popular lock does not get out of order. The locking mechanism is very simple, and easy to operate. A rare combination of exceptional strength, beauty and durability.

WE ARE MAKING PROMPT DELIVERIES. WRITE FOR QUOTATIONS.

National Hardware Company, Limited

Orillia, Ontario

If interested, tear out this page and keep with letters to be answered.

For Permanency and Attractiveness Label Your Goods With Canadian-Made

Decalcomania Transfer Name Plates

"W & B" Wrench Board

The Whitman & Barnes Manufacturing Company, St. Catharines, Ont., are putting out an attractive new board for displaying their drop-forged wrenches. The background, it is stated, is light golden oak, the display card is black with gold lettering.

The wrench board is designed, it is stated, to be of greatest assistance to both the dealer and the purchaser. Each wrench number is plainly marked in red, and wrenches, it is stated, may be had either semi-finished or black enameled finish. As the new board is only 8 inches wide by 28½ inches high, it may be used to advantage, it is claimed, in the window as well as in its more usual location on store column or walls.

The assortment of ten sizes of double-headed wrenches, three of each size, is not intended, it is stated, to be complete or to take the place of the dealer's regular stock. It includes the most popular sizes for general use, and so serve as a guide, it is claimed, to the purchaser as well as a silent, but effective, salesman and storekeeper for the dealer.

Reprinted from Hardware and Metal

The Hardware Dealer and his customers know that they are getting your goods when you have them labeled with

DECALCOMANIA
Transfer Name Plates

Every article which the manufacturer is not ashamed of should bear its own identification label—evidence that its maker is prepared to stand back of its quality.

A Decalcomania Transfer Name Plate is the only method of permanently marking wood and metal articles. It is easily and quickly applied and cannot be removed without showing intent, so safeguarding your product.

Your trade-mark can be reproduced in actual colors on your product, can be made as bright and attractive as you desire.

Decalcomania Transfer Name Plates—the genuine, are made in Canada by our company, and cost less than metal or celluloid markers and are supplied here in Canada for less than similar products can be imported from the U.S.A. We guarantee them fully as to quality of work **and give prompt delivery.**

We have an art department at your service. Give us an idea of your requirements—and we will be pleased to submit sketches and estimates free of charge.

Canada Decalcomania Co., Limited

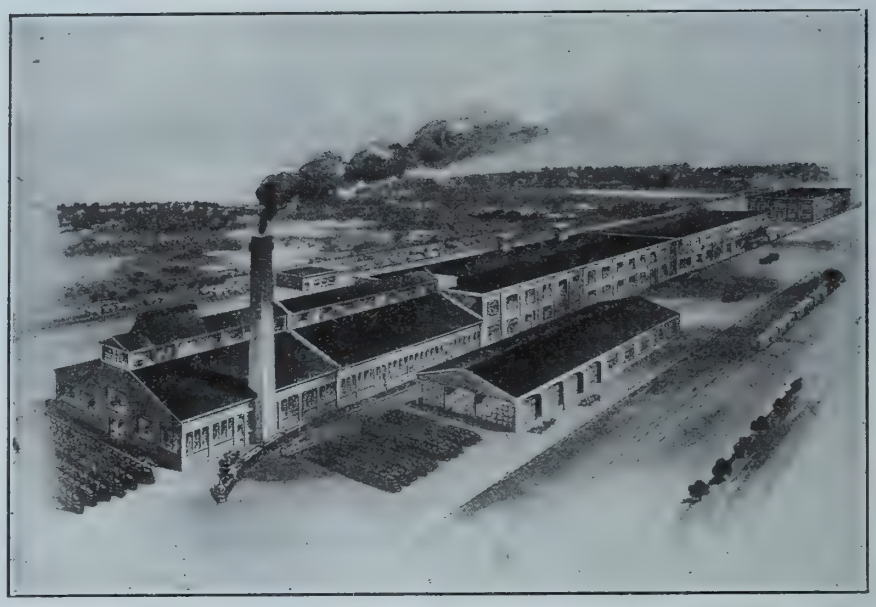
Factory and Offices:

364-370 RICHMOND ST. W. TORONTO

If interested, tear out this page and keep with letters to be answered.

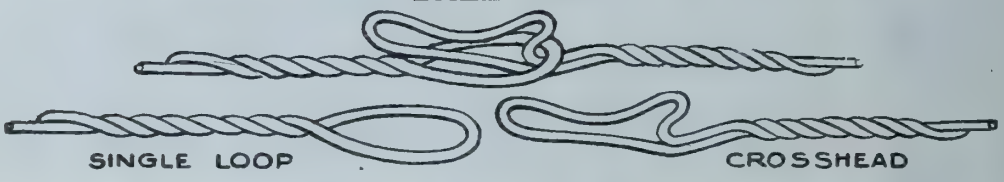
The Home of Canada's Largest Bale-Tie Stock

Fine Wire



Baling Wire

BALE TIES



The Hay Baling Season is Here. Get Your Stock in Now.

Every experienced salesman knows the pleasure there is in offering customers goods that can be relied upon through reputation, without suggesting that he try this or that for his own satisfaction. Laidlaw **Bale Ties, Wire** and Nails need no special introduction to increase the volume of profitable sales, but are an established line of money making products.

Laidlaw Bale-Ties, made in the usual gauges and cut to any length, are made from genuine Bessemer Stock—much stronger than ordinary wire and cost no more.

WIRE
For Manufacturing Purposes

Made in a variety to suit any purpose: Bright, Annealed, Coppered, Stove Pipe, Lacquer Finished, Square, Pin, Brush, Bookbinders', Hat, Florists', Varnished, Weaving, Mattress and other fine Tinned or Galvanized Wire.

Prompt Shipments

The Laidlaw Bale-Tie Company, Limited, Hamilton, Ont.

Norman Jessiman, Vancouver, B.C. Harry F. Moulden & Son, Winnipeg, Man. A. T. Diggens, Toronto, Ont.
H. E. O. Bull, Montreal, Que. M. Bryan, 24 Aldgate, London, England

If interested tear out this page and place with letters to be answered.

TONCAN METAL

—Service to Dealers

IT is a well-known fact that Toncan Metal is unsurpassed by any sheet metal made from iron ore. It resists rust and outlasts ordinary sheet metal to a remarkable degree. With this fact established the next important point to you is *service.*

All Toncan Metal Sheets used in Canada are now galvanized in Canada in a modern plant employing only the latest improved processes.

Galvanized, Fabricated And Stocked in Canada

For sale by all leading jobbers

Not only can the flat sheets be secured conveniently but all the usual sheet metal building accessories such as Eavestrough, Conductor Pipe, Roofing, Siding, Shingles, Ventilators, Metal Lath, Rib Fabric and Reinforcing Plates are fabricated and distributed from convenient points.

If you do not know Toncan Metal, find out about it. It will pay you.

Toncan Metal Sheets galvanized in Canada by

Dominion Sheet Metal Corporation, Ltd.

Hamilton, Ontario

Toncan Metal Sheets fabricated in Canada and Formed Products sold by

THE PEDLAR PEOPLE, LTD.

Executive Office and Factories : Oshawa, Ont.

Branches : Montreal, Quebec, Ottawa, Toronto, Winnipeg, Vancouver

The Stark Rolling Mill Co., Canton, Ohio, Sole Makers of Toncan Metal

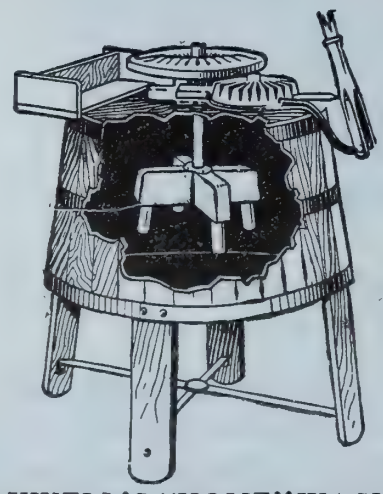
If interested tear out this page and place with letters to be answered.

Exclusive Features, Well Advertised Make Quick and Easy Sales

Strongly advertised in leading publications throughout Canada, the many exclusive features described below make Maxwell products a favorite in every community. Combined with the generous system of Maxwell dealer co-operation, this means an exceptionally easy and profitable line to handle.

It will pay you handsomely to stock and feature

Maxwell



MAXWELL'S "HOME" WASHER

A high-speed, ball-bearing washer that is light, noiseless and easy-running, enclosed gears making it safe in operation.

The construction of the dasher makes this type the best for the thorough washing of everything. It can be operated by hand power or water motor.

It is made in Canada of best quality cypress, and is superior in design, construction and finish to any imported washers.

"FAVORITE" CHURN

More Favorites are sold annually in Canada than all other makes combined. Barrel of best imported oak with aluminum-finished hoops, exceptionally large roller-bearings, easy running and durable. Note the bow lever handle, adjusted to turn left or right, as desired.

Maxwell's Philadelphia Butter Worker

Philadelphia Butter Worker results in better butter and bigger profits. Adopted by the best dairies everywhere. Makes the butter firm, even and consistent. In three sizes—14 inches, 17 inches and 20 inches wide.

Write us to-day for catalog and prices

MAXWELLS LIMITED, ST. MARYS, ONT.

If interested, tear out this page and keep with letters to be answered.

Why not use *salesmen* as "specialists"

WOULD it be considered a "stretch of imagination" if one were to picture a troubled superintendent or works manager telephoning a local jobber to "send up Stimson your salesman, as we're up against it on our threading job"?

Such a thing is quite possible.

Threading problems are increasing on account of the larger production and closer accuracy demanded in the screw-cutting industry.

Supply Houses who are "looking ahead" can see the benefit to be derived by having their salesmen educated as "specialists" in screw-cutting problems and are using GTD Threading Specialists as instructors.

Why?

Because GTD specialties such as the "*Gun*" Tap with its shearing-cut and the "*Acorn*" Die with its precision adjustment and increased production capacity are overcoming threading troubles wherever they are introduced, and are raising the prestige of the jobbing houses connected with "GTD" Tools, which means, of course—"more business."

Dealers carrying the GTD line of screw-cutting tools and specialties are entitled to the advice and instruction of GTD Threading Specialists for their sales staff, which enables them to "advise" on threading matters, command the respect and attention of their customers, and incidentally promote further trade.

Little Giant

WELLS BROS.

Company of Ltd. Galt, Ontario CANADA

Canadian Plant of the Greenfield Tap & Die Corp

World's Largest Manufacturers of Screw Cutting Tools.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*

Wells Bros. Co. of Canada Ltd.

Send your booklet on Acorn Dies and Holders and put our firm on your mailing list to receive information about your threading tools whenever issued.

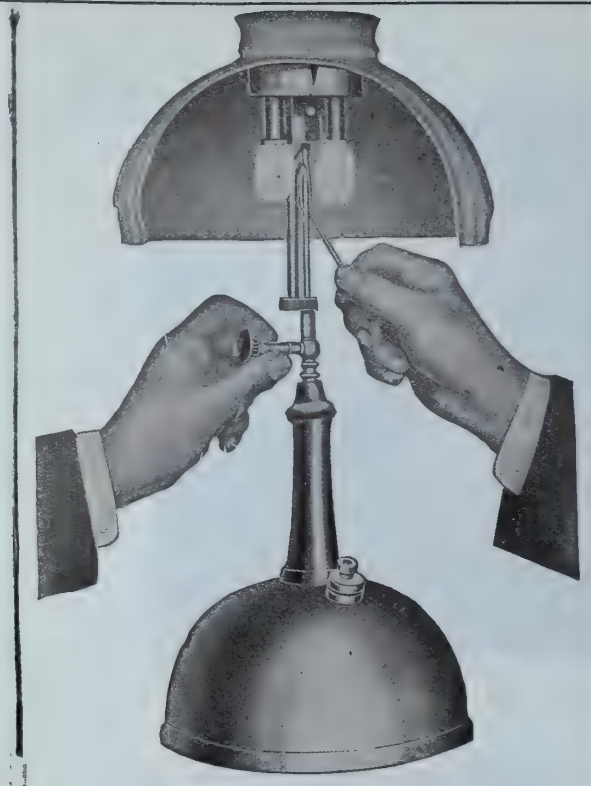
Name of person _____

Firm _____

Address _____

_____ H & M 216

If interested, tear out this page and keep with letters to be answered.



Dixon SAFETEE Lamp

Dixon SAFETEE Lamp

Every Farm a Prospect for One or More Safetee Lamps

300 Candle Power

The Dixon Safetee Lamp is the ideal lamp for the farm and rural trade. A guaranteed, self-operating gasoline lamp absolutely safe under all conditions. It will burn dry without any harm. Gives 300 candle power, operating for less than one cent per hour. It is an excellent substitute for gas or electric light.

There are good profits, new customers and repeat orders for the hardware man who sells this popular lamp.

HAMILTON GAS MANTLES

Write to our nearest distributor

The Hamilton Gas Mantle Company, Limited

Toronto **Hamilton, Canada** **Montreal**

The following wholesalers sell Hamilton Gas and Gasoline Mantles:

Walter Woods & Co., Hamilton, Ont.
Wood, Alexander & James, Hamilton, Ont.
W. H. Gillard Co., Hamilton, Ont.
Lumsden Bros., Hamilton, Ont.
Macpherson Glassco Co., Hamilton, Ont.
Geo. E. Bristol Co., Hamilton, Ont.
H. S. Howland Sons & Co., Ltd., Toronto, Ont.
James Wilkins Co., Toronto, Ont.
Thomas Wilkins Co., Toronto, Ont.
G Norman Clark Co., Montreal, Que.
Brace, McKay & Co., Summerside, P.E.I.
Steadman Bros., Ltd, Brantford, Ont.
Hobbs Hardware Co., London, Ont.
Walter Woods & Co., Winnipeg, Man.
Miller-Morse Hardware Co., Ltd., Winnipeg, Man.
Wood, Vallance, Ltd., Winnipeg, Man.
Merrick Anderson Co., Ltd., Winnipeg, Man.
Marshall Wells Hdwe. Co., Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Canadian Lighting Co., Ltd., Edmonton, Alta.
Marshall Wells Hdwe. Co., Ltd., Edmonton, Alta.
Morrison, Blackwood & Co., Moose Jaw, Sask.
Lynch, Parker & Plews, Regina, Sask.
Wood, Vallance, Ltd., Regina, Sask.
Sumner Company, Ltd., Moncton, N.B.
Arro-Lite Co., Moose Jaw, Sask.

If interested tear out this page and place with letters to be answered.

A Few Cast Design Sets

Many Styles in Each Design

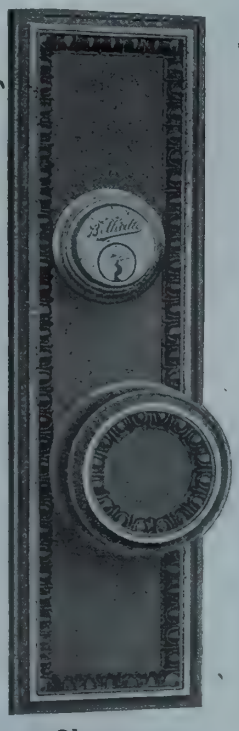
We make a complete set of trims for every design including Door Bells, Push Plates, Pulls, etc. Special attention is given to master-key work both in Cylinder and Bit key locks. A record is kept of every order calling for master-key locks, thus enabling our customers to secure new keys at any time.

Architects specify Belleville and the line has the confidence of those who know, everywhere.

Belleville

is a very extensive line of Finishing Hardware of excellence

Verdun



Olympus

Ask for Complete Catalogue

Beaverton

Sherwood

Catalogue Shows Many Beautiful Lines

Rheims

The Belleville Hardware & Lock Mfg. Company, Limited

Belleville, Ontario, Canada

Belleville

AGENCIES

A. T. Chambers
505 Hastings St. W.
Vancouver, B.C.

A. E. Hanna
708 Lindsay Building
Winnipeg, Man.

R. H. Falkiner
34 Victoria St.
Toronto, Ont.

J. H. Roper Co.
133 Coristine Building
Montreal, Que.

W. A. Maclauchlan
St. John, N.B.

CARBORUNDUM PRODUCTS

SHARPEN THE TOOLS OF THE WORLD

CARBORUNDUM Sharpening Stones, Grinders and Strops sharpen the tools of the world.

In the shop, the home and the field they are keeping the tools of the mechanic, the householder and the farmer on edge.

Carborundum is very hard and very sharp.

It cuts clean, free and fast, putting a keen true edge on the tool.

It is absolutely uniform in grit and hardness. There are no hard and soft spots or pits in Carborundum Sharpening stones. They wear evenly and last for years.

And there is a Carborundum Sharpening Stone for every sharpening need.

There is the knife sharpener for household use—a round or octagonal shaft of Carborundum, with wood or stag horn handle for household use.

The Carborundum Sharpening Stone, round or oblong for carpenters and mechanics use.

The Carborundum Razor Hone and Razor Strop—guaranteed to put the Razors in prime condition and keep them so.

The Carborundum Niagara Grinder for shop or home use—mechanically right, strong and durable, equipped with a fast-cutting Carborundum Wheel—made in four sizes.

The Carborundum Niagara Scythe Stones for the farmer and gardener.

Carborundum Sharpening Stones, Razor Strops and Grinders are sold by leading hardware dealers everywhere. If your dealer does not keep them write direct.

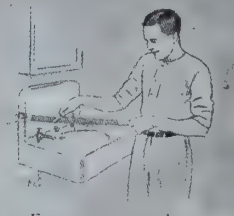
N. MACDONALD, 62 TEMPERANCE ST., TORONTO

The Carborundum Bench Stone is just as necessary to the manual training student's kit as a saw or hammer.

Carborundum gives the Carpenter's and Mechanic's Tools a better edge in less time.

A Carborundum Niagara Grinder for shop, home or farm.

The Carborundum Scythe Stone gives just the edge the Scythe should have.



For every man the Carborundum Razor Strop

Every Knife a Sharp Knife in the home that has a Carborundum Knife Sharpener.

Full Stocks Carried at Toronto

If interested, tear out this page and keep with letters to be answered.

THEY WILL BE COMING TO YOU FOR CARBORUNDUM VALVE GRINDING COMPOUND

RIGHT now they are beginning to overhaul the engines of the autos, the motor boats and the tractors. About the first thing they do is to grind in the valves —a mighty important job that must be done with a quick, clean-cutting valve grinding compound that does its work without scoring —that leaves a true, tight valve.

Repairmen, garage men, owners will be coming to you for

CARBORUNDUM VALVE GRINDING COMPOUND

Stock it. Display it. Cash in on it.

THE CARBORUNDUM COMPANY, NIAGARA FALLS, N. Y.

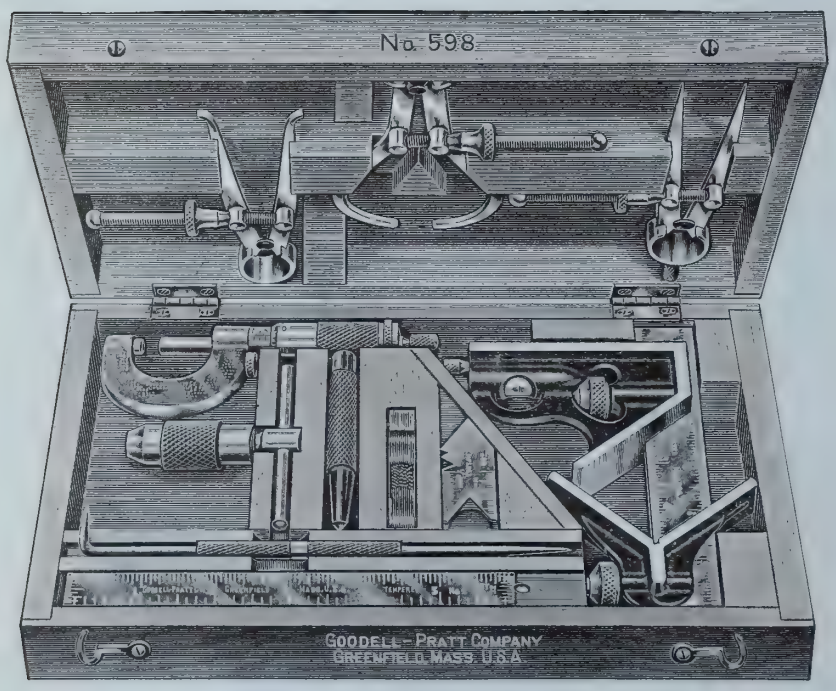
If interested, tear out this page and keep with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS

Machinists' Tool Set

No. 598



This is a very complete and convenient set of machinists' tools put up in a handsome hardwood case. All of the tools are of the very highest quality and finest grade.

One each of the following tools are contained in the set:—

Ratchet Micrometer, 1 inch.
Double Point Scriber.
Tap Holder.
Screw Pitch Gauge.
Semi-flexible Steel Rule, 6 inch.
Combination Square, 6 inch.
Centre Gauge.
Outside Spring Calipers, 4 inch.
Inside Spring Calipers, 4 inch.
Spring Dividers, 4 inch.
Centre Punch.

Size of case, 10⅜x7⅛x2 inches.

This set can also be furnished with tools of Metric Graduation, or with Whitworth Centre and Screw Pitch Gauges if so specified.

A splendid outfit, Mr. Dealer. Lend it your business attention.

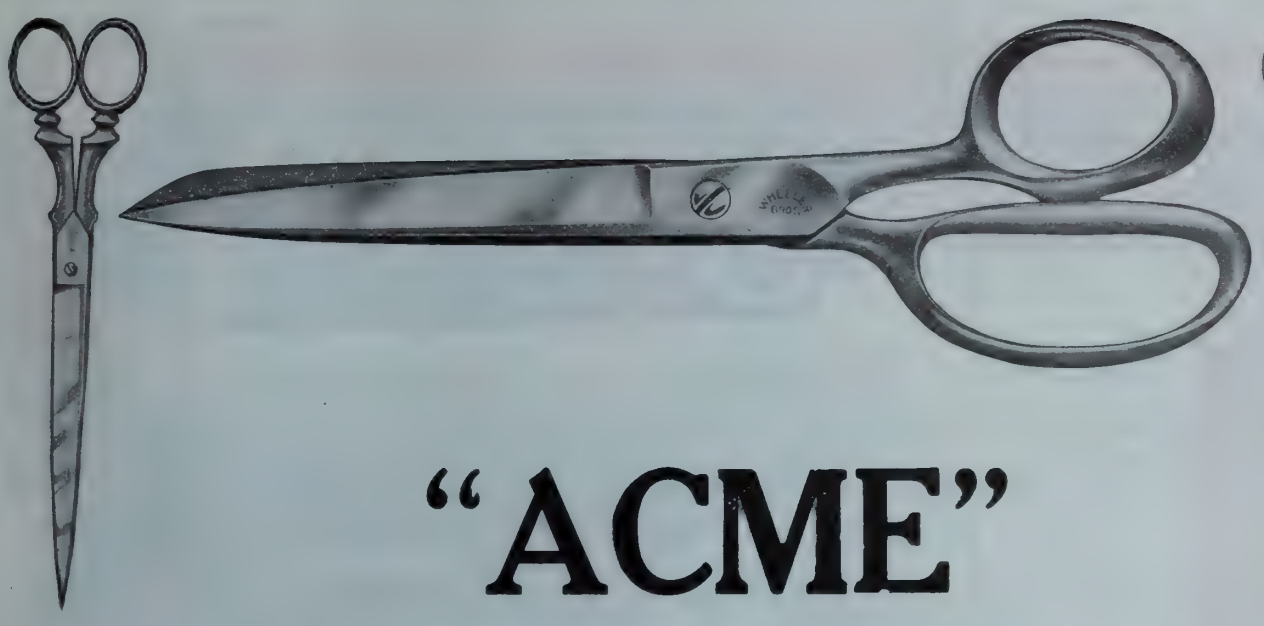
Mr. Punch Says:

Why not be the Goodell-Pratt Toolsmith dealer in your town?

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.



"ACME"

Shears and Scissors

Famous Since 1874

Over 45 Years Faithful Service

"Acme" prices are interesting to every dealer in shears, scissors and tinners' snips, because they are surprisingly low prices for the excellent quality.

The fact that we turn out 35,000 pairs daily not only indicates something of the splendid way the "Acme" line sells, but also assures satisfactory shipments in these days when merchants prefer small stocks turned over quickly.

The performance of the wonderful, specially hardened, sharp-cutting edges wins consumers by tens of thousands. Our Canadian representative at Toronto will gladly show samples, or send his salesman at your request.

Write For Catalogue No. 5
"The Scissors Encyclopaedia"

The Acme Shear Company

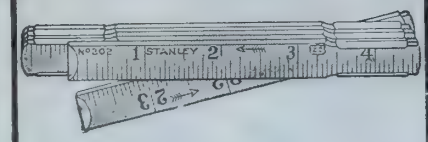
Bridgeport **Conn., U.S.A.**

Incorporated 1882
Capital Stock, $500,000

Canadian Agent: Mr. A. J. McCrae
23 Scott St., Toronto

35,000 Pairs Daily

Stanley Tools



"Zig-Zag" Rules

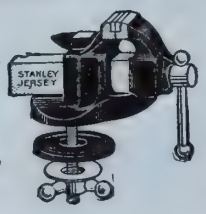
They might very properly be called "Folding Tapes". They, however, have the advantage that, as the joints are held open by springs, they can be used to measure across openings by supporting the end away from the user, where, with a tape, it would be necessary to have one person hold each end, or else hang the outboard end on a nail, necessitating additional climbing. In many cases, they are useful for measuring concave, convex and various uneven surfaces. When folded, they are compact and easily go in the pocket. A handy and convenient rule for mechanics and householders.

Stanley Plumbs and Levels

are made of thoroughly seasoned and selected stock, and have many valuable features which will appeal to every lover of good tools. Made in all styles for **Carpenters, Masons, Plumbers, Machinists, Millwrights, etc.**

Stanley Tools

Stanley "Jersey" Vises

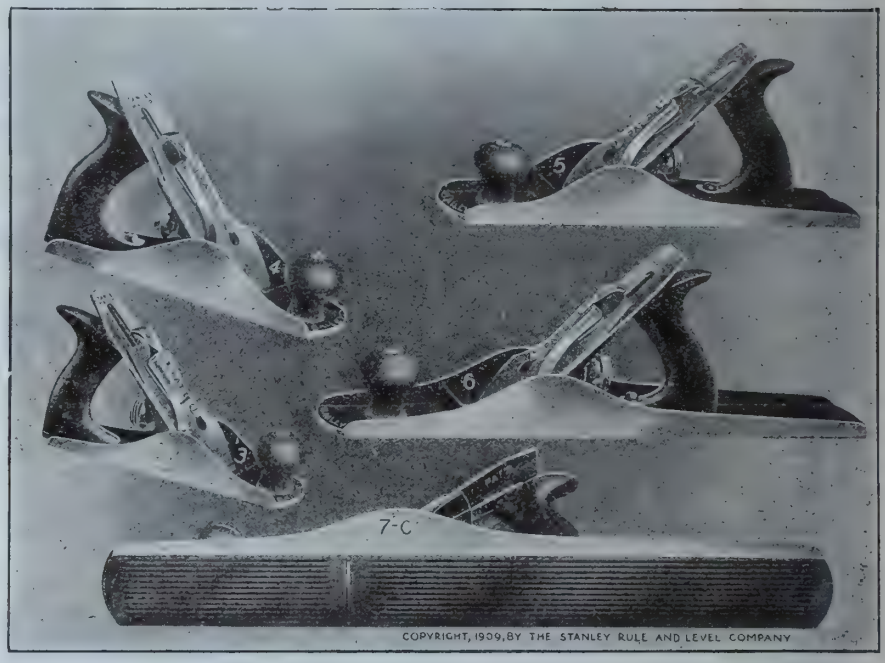


A small vise is a mighty handy article for the shop or family tool chest

"Jersey" Vises are just what you need. They are small, but very strong and substantial. Made in a number of different sizes and styles.

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF IT'S KIND



We Stock Best Sellers For the Retail Trade

Co-operation and service to the dealer have always been a first consideration with Caverhill, Learmont & Company. We carefully select lines that will sell with satisfaction—good, reliable lines of dependable goods.

The merchant who orders through us is assured of standard, well-known goods that satisfy his customers, give gratifying service in use, and reflect favorably on the merchant in repeat business and permanent, satisfied customers. Write us about Stanley Tools or any line that interests you.

Caverhill, Learmont & Company

Montreal

If interested, tear out this page and keep with letters to be answered.

Taylor-Forbes

Time Tested
Lines of Hardware

that are

T

Dependable
Reliable
Saleable and
Profitable

F

to the Merchant

Order From Your Jobber

Guelph, Canada

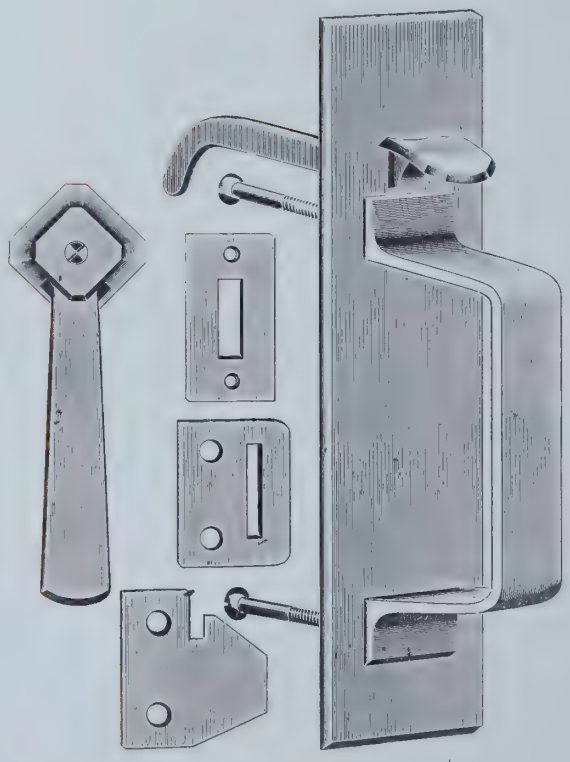
If interested, tear out this page and keep with letters to be answered.

Store Door Latches

Solid Bronze Metal

For Either Right Hand or Left Hand

Polished and Lacquered



T F

Try Your Jobber First

Taylor-Forbes Co., Limited

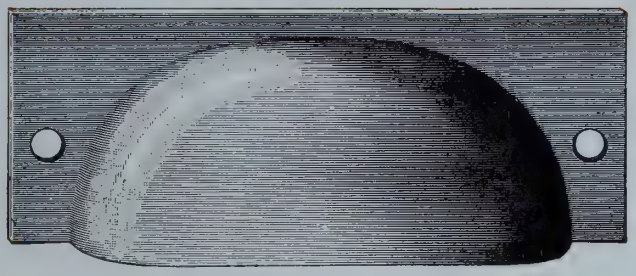
Guelph, Canada

If interested, tear out this page and keep with letters to be answered.

Wrought Steel Chest Handles

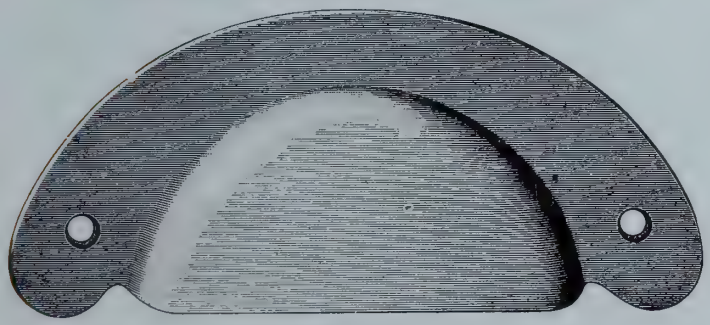
Drawer Pulls

T F



No. 360 Wrought Metal

Wrought Steel Chest Handle No. 1205 (full size)



Wrought Metal No. 360

Your Jobber Has Them

Taylor-Forbes Co., Limited

Guelph, Canada

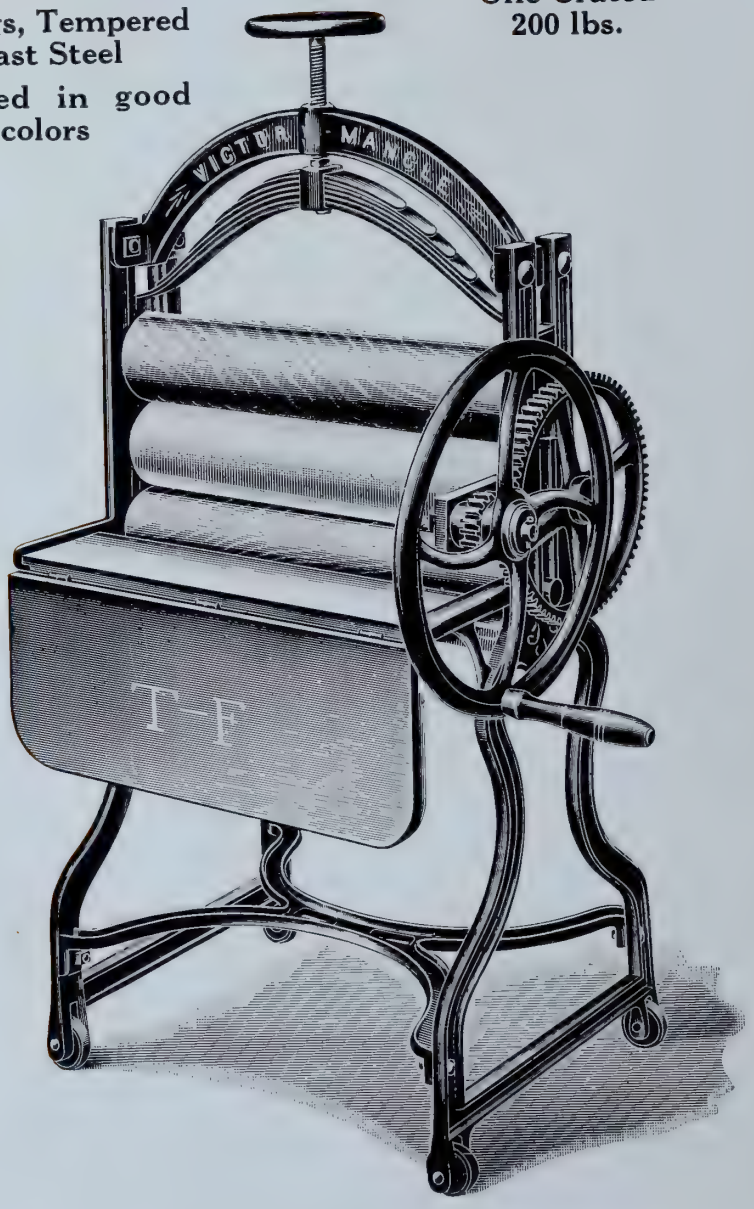
If interested, tear out this page and keep with letters to be answered.

Victor Clothes Mangle

Rolls, Hard Maple
Tables, Hardwood
Springs, Tempered Cast Steel
Painted in good colors

One Crated 200 lbs.

T



F

Write Your Jobber

Taylor-Forbes Co., Limited

Guelph, Canada

If interested, tear out this page and keep with letters to be answered.

Finishing Hardware

T

Cast No. 475-1480

Push Plates

Steel No. 510-550

F

Taylor-Forbes Co., Limited

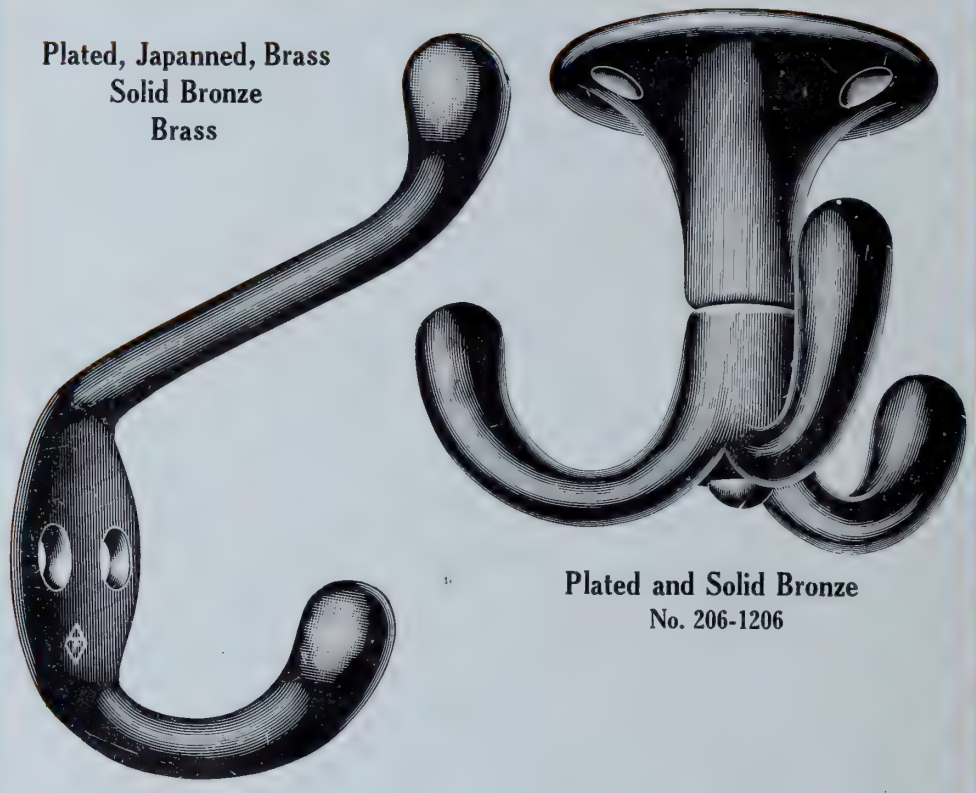
Guelph, Canada

If interested, tear out this page and keep with letters to be answered.

Hat, Coat and Wardrobe Hooks

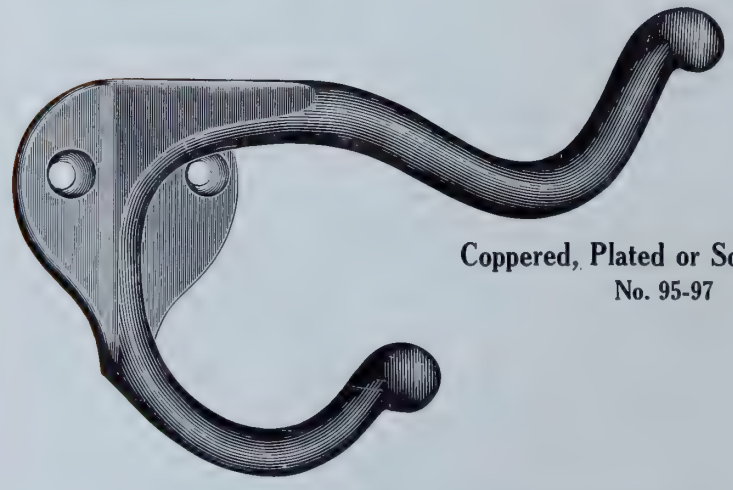
T F

Plated, Japanned, Brass
Solid Bronze
Brass



Plated and Solid Bronze
No. 206-1206

No. 102—



Coppered, Plated or Solid Bronze
No. 95-97

Do You Try Your Jobber?

Taylor-Forbes Co., Limited

Guelph, Canada

If interested, tear out this page and keep with letters to be answered.

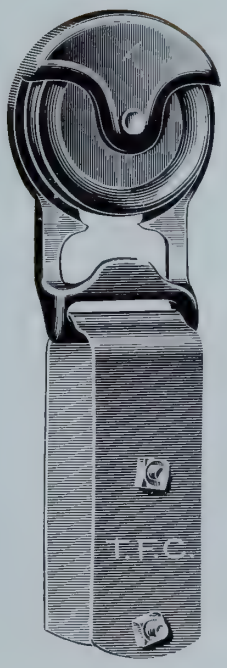
Roller Bearing Barn Door Hangers

The Milo

Front View

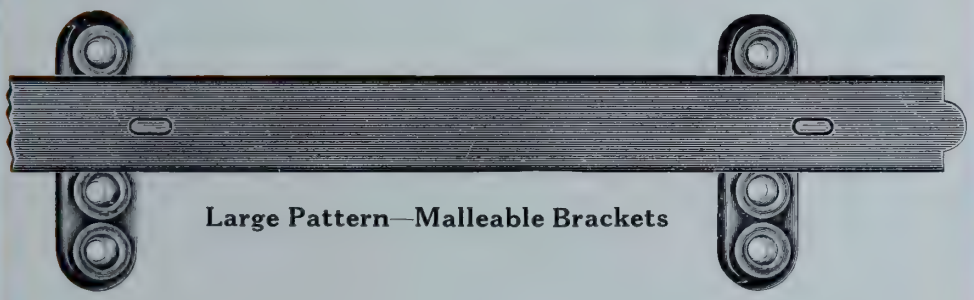
Malleable Iron Frame, Steel Straps and Heavy Bolts.

A Flexible Hanger — easy running for 1¼"x3/16" track.



Back View

T F



Large Pattern—Malleable Brackets

Get Them From Your Jobber

Taylor-Forbes Co., Limited

Guelph, Canada

If interested, tear out this page and keep with letters to be answered.

Cobbler Sets

Packed One Set in a Wooden Box.

Weight about 7½ lbs.

T

F

Packed One Set in a Wooden Box. Weight about 12 lbs.

Order From Your Jobber

Taylor-Forbes Co., Limited

Guelph, Canada

If interested, tear out this page and keep with letters to be answered.

Kennedy Brand Hand Saw

Not Experimental Lines

But tried and time-tested goods that the retailer can confidently sell

This has always been foremost in the policies of our house—to offer a reliable stock of well proved goods—not lines taken on as experiments.

We can offer the dealer an unlimitedchoice from a complete stock of profitable and well known lines of hardware. Lines that give satisfaction to customers, and increased business to the dealer. We add new goods to our stock as they are placed on the market. We want your mail orders and will give you prompt and satisfactory service.

Send us a Trial Order for :

- Pocket and Table Cutlery
- Community - Plate Silverware
- 47-11 Razors—Auto-Strop Razors
- Razor Strops
- Clocks & Watches
- Eveready Flash-lights and Batteries
- Hercules Spark Plugs
- Carpenters' and Masons' Tools
- Builders' Hardware
- Garage Door Sets
- Barn Door Hangers and Track
- Russwin Food Choppers
- Dazey Churns
- Bissell Carpet Sweepers
- Winchester, Savage, Stevens and Remington Guns and Rifles
- Canuck 22 Calibre Rifles
- Dominion and American Ammunition
- Skates, Hockey Sticks, Pucks and Straps
- Electric Sadirons Toasters & Heaters
- Aluminum Ware
- Wagons & Sleighs
- Washing Machines and Wringers
- Axes & Axe Handles
- Kennedy Brand High Grade Roofing

General Hardware Catalog sent on request

THE KENNEDY HARDWARE CO., LIMITED

TORONTO, ONT.

If interested, tear out this page and keep with letters to be answered.

—See quotation in Hardware and Metal's weekly market reports on the various grades.

SCYCO
TENTS, COVERS, CANVAS GOODS, BUNTING FLAGS

—Lines you should be able to turn into good business-getters all year 'round.

SCYCO
OILED CLOTHING
RED AND BLUE LABEL

—Your customers are nearly all possible prospects for oiled clothing. Go after the farm trade.

We are also Jobbers of the following:

Cotton Duck
Cordage
Twine
Oakum
Pitch
Fisherman's Supplies

Here are lines you can recommend with assurance

We back you up

"DOMINION" COTTON and WOOL WASTE and COTTON WIPERS

Polishing Waste—(Cream)

White Wiping Waste—(XXX Extra, XX Grand, XLCR, X Empire, X Press.)

Colored Wiping Waste—(Fancy, Lion, Standard, Popular, Keen.)

Wool Packing Waste—(Arrow, Axle, Anvil.)

Washed Cotton Wipers—(White, Colored.)

"SCYCO" LINES OF INTEREST TO THE HARDWARE TRADE

Duck Covers—all kinds, both plain and watertite.

Life Jackets and Ring Buoys made from solid cork guaranteed to pass Canadian Government Inspection.

Flags—Made from all wool bunting.
Oiled Clothing—Red and Blue Label.

If your jobber can't supply you—write direct

Scythes & Company Limited

Manufacturers and Jobbers

HEAD OFFICE:
22 Church Street
TORONTO

Montreal Winnipeg

If interested, tear out this page and keep with letters to be answered.

THE BRIDGEPORT LINE

THE TRUSTY KNIFE HANDLE SCREW DRIVER

NO WONDER IT SELLS—WHAT MORE COULD YOU ASK IN A DRIVER?

¶ The blade cannot possibly turn in the handle.

¶ The point will "stand up"—each one is tested.

¶ Hardwood scales riveted to the steel shank form the handle—it can't come off.

¶ Blade is tempered — it won't bend out of shape when used for prying.

¶ It retails at a popular price.

ASK YOUR JOBBER FOR THE No. 44 ASSORTMENT

It comprises 2 DOZEN OF THESE TRUSTY DRIVERS packed in a very attractive display box assorted as follows:

8—4 inch 8—5 inch 8—6 inch

AND

THERE IS A NICE PROFIT FOR THOSE WHO SELL THEM.

EVERY ONE WARRANTED

The Bridgeport Hardware Mfg. Corp.

Bridgeport, Connecticut, U.S.A.

Canadian Representative:

W. J. Latimer, 122 Hilton Ave., Toronto

If interested, tear out this page and keep with letters to be answered.

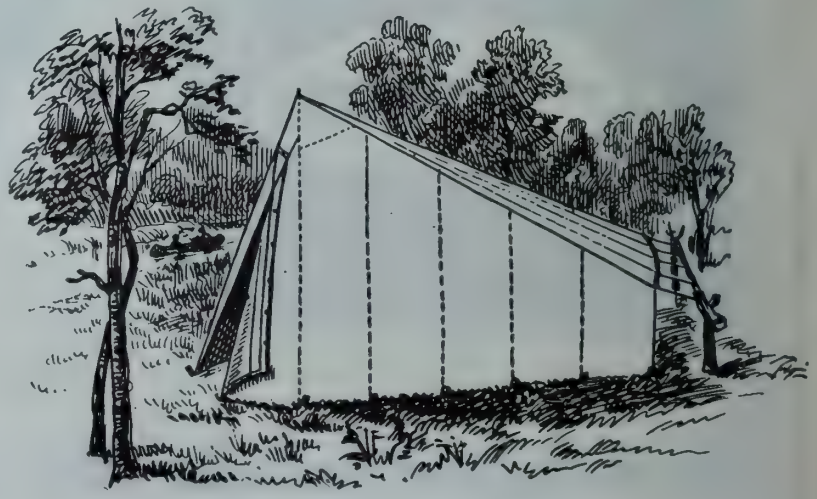
TENTS

SHOULD BE SOLD BY EVERY HARDWARE STORE

CLEAN STOCK

QUICK TURNOVER

GOOD PROFITS



We are Canada's largest

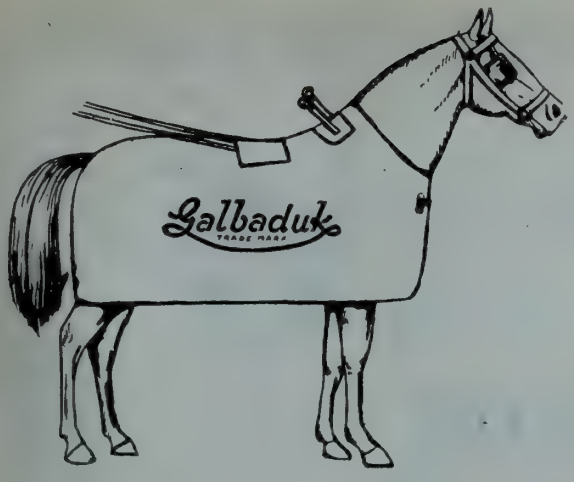
WHOLESALE TENT MANUFACTURERS

WOODS MANUFACTURING CO., LTD.

OTTAWA

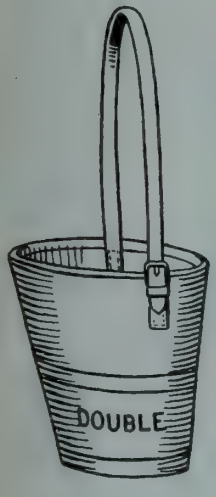
MONTREAL **TORONTO** **WINNIPEG**

If interested tear out this page and place with letters to be answered.



Galbaduk
TRADE MARK

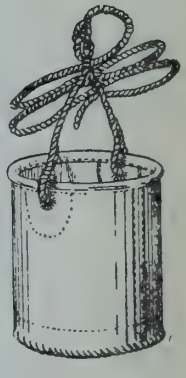
HORSE COVERS AND TARPAULINS



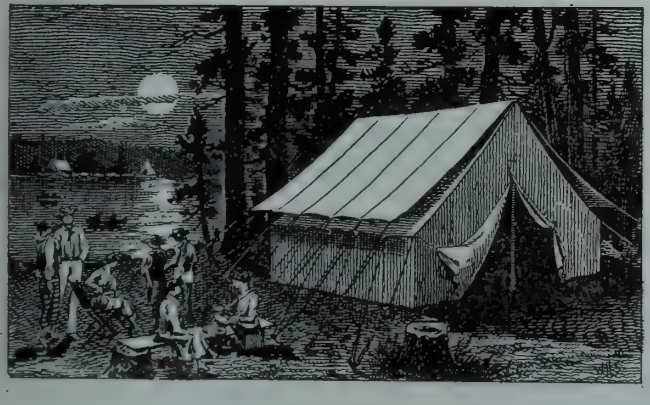
FEED BAGS

WATERPROOF MILDEW PROOF

BUCKETS



PACK SACKS—DUNNAGE BAGS—SAIL SILK—WATERPROOF—TENTS



SUMMER CAMP TENT

DUCK HUNTER'S TENT

WOODS MANUFACTURING CO., LTD.

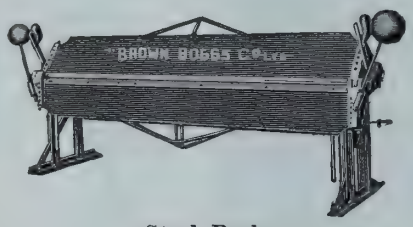
OTTAWA

MONTREAL TORONTO WINNIPEG

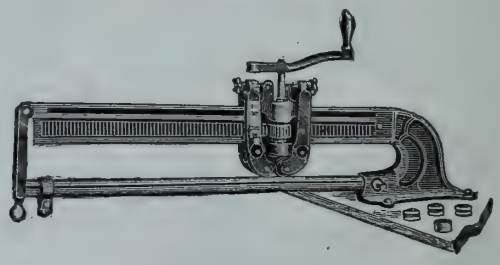
If interested tear out this page and place with letters to be answered.

Sheet Metal Working Tools

Maximum Production at Minimum Cost



Steel Brake



No. 30—Groover

Built for Speed and Accuracy

The modern factory, to meet the ever increasing cost of labor, must have speedy and efficient production. Tools that are not trustworthy cost dollars in time lost by the men repairing them.

Equip your shop with B. B. Tools, lower your overhead expenses, and increase your output. B. B. Tools are built for service, and they "deliver the goods." They give maximum satisfaction at the minimum of cost. We shall be pleased to send our new No. 26 Catalogue to any interested party on request.

The Brown Boggs Co., Limited

Hamilton, Canada

Manufacturers of Tinsmiths' and Sheet Metal Working Tools and Machinery. Presses, Shears, Rolls, etc.

If interested, tear out this page and keep with letters to be answered.

"75-80% More Business

--with no additional labor"

says W. A. Michael, care Oakwood Hardware Co., Toronto

PHONE HILLCREST 4913 — 314 OAKWOOD AVENUE

OAKWOOD HARDWARE CO.

Glass, Paints, Oils, Crockery and Enamelware, Etc.

Toronto, July 12, 1920

Messrs. Cameron & Co.,
74 Logan Ave.,
Toronto, Ont.

Gentlemen:-

We have delayed writing to you in reference to the wall case which you installed for us, until we had a chance to really put it to a good test during the Spring rush.

The case has been installed about three months now, and has,we are pleased to state,met all our expectations and more. We have done between 75 and 80% more business this Spring than last and though we do not attribute this to your wall case, we do however, give it credit for enabling us to handle this increased volume of trade without adding to our own staff. It is a time, space, and labor saver as well as a convenient, attractive fixture.

The Cameron Case enables a customer to select what is wanted without knowing the technical name of the article. It enables us to know at all times what we have in stock.

In short we are pleased with our investment - The Cameron Service.

We are,

Yours truly,

OAKWOOD HARDWARE CO.
W. A. Michael

The Cameron Wall Case enables you to do more business without increasing your staff. Your customers can select their wants without the embarrassment of trying to describe articles, names of which are to them unfamiliar.

The Cameron Wall Case is a handsome fixture which keeps your stock in good shape and attractively displayed.

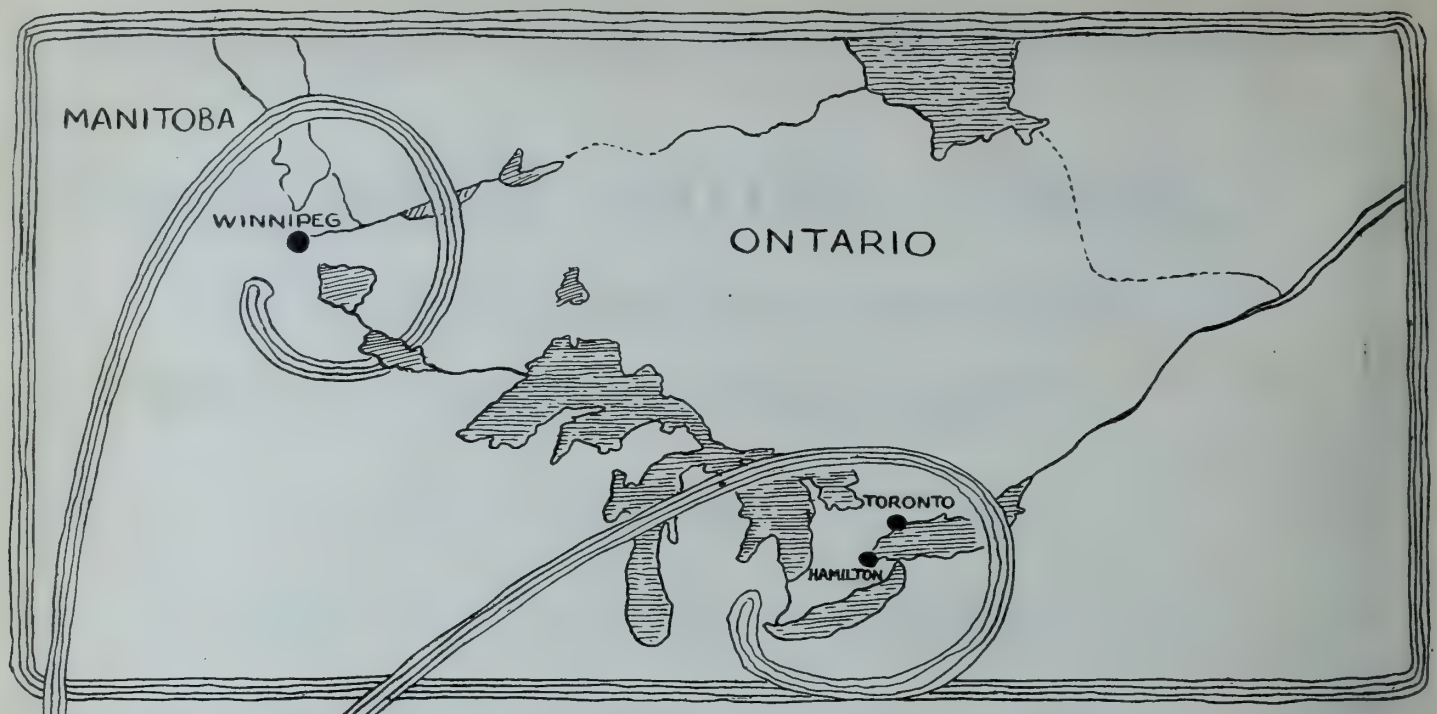
It may be made as the standard shown above or in any style to suit your particular requirement.

Write for particulars.

CAMERON WALL CASES ARE LABOR SAVERS

Made by Cameron & Co., Successors to Cameron & Campbell
74 Logan Ave., Toronto

If interested tear out this page and place with letters to be answered.



W and K Service

Our warehouses are located in centres served best from the transportation standpoint. Hamilton and Toronto are served by railway, steamship, radial and motor; Winnipeg has excellent railway and motor facilities to serve the Western provinces.

Our stocks are as complete as manufacturing conditions allow.

Call on W and K Service.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

"Hello? Give Me Long Distance"

"Long Distance?--Please give me Regent 4925 Hamilton, I wish to speak to the sales-manager of Kent-Garvin Co., Limited."

THERE is perhaps some big building going on or about to be started in your district—for which through lack of sufficient stock you are unable to make a bid.

If this is the case we can help you out and make it worth your while. Assist us, by using your influence in securing this business. We carry the most complete line of builders' hardware to be found anywhere and give a tip-top service. Our prices are right.

Write, wire or 'phone when you need our assistance.

We also carry a complete line of Pratt & Lambert finishes, *Ken-Gar brand ready roofing. (Best grade guaranteed roofing at old prices).*

'Phone to-day for further information.

Kent-Garvin Co., Limited, Hamilton, Ont.

If interested, tear out this page and keep with letters to be answered.

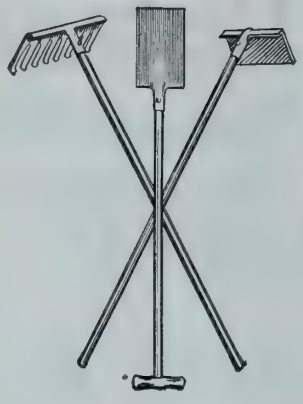
Coleman Toys

FOR GIRLS AND BOYS

Popular, Pleasing, Lasting

The toys to-day that appeal to the parents are those which combine amusement with serviceability.

Coleman toys are popular with the children because they lend themselves to active amusement, and popular with parents because of their lasting qualities. Some of the leaders are —



Metal Fare Box Banks, Kiddies' Garden Sets, Sand and Snow Shovels

The Kiddies' Garden Sets are strong and lend themselves, especially the larger size, to garden and hot-house use. Sold in sets or separately.

Sand and snow shovels are made in different sizes of heavy gauge steel. They're big sellers.

Aeroplanes

Neat, strong, well-finished machines that please the little tots.

We also carry a line of Kiddie cars, scooters, wheelbarrows, trucks, etc.

Place your order now for immediate or future delivery.

COLEMAN FARE BOX CO.

Limited

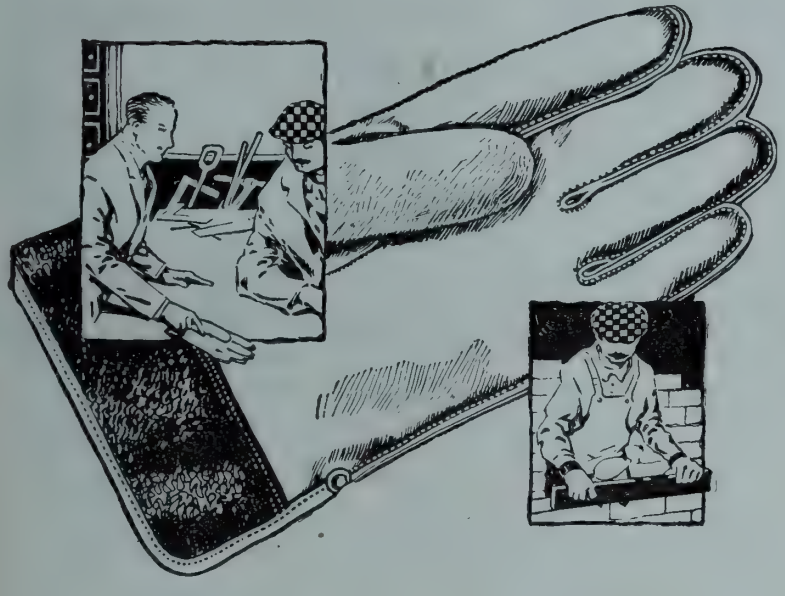
1191 BATHURST ST., TORONTO

Phone Hillcrest 4499

If interested, tear out this page and keep with letters to be answered.

A Carhartt special in Gloves

for Hardware Men



Lot 800—Full Split Gauntlet, $6.00 Doz.

Lot 801—Full Split Glove, Band Top, $5.75 Doz.

Lot 803—One Finger Full Split Mitten, Gauntlet Cuff, $5.75 Doz.

Lot 804—Full Split Mitten, Band Top, $5.75 Doz.

These gloves are well made and well finished in every way, of first-class stock, and of regular Carhartt Standard. Let us have your order now for what you may need. You'll save some money and much time, and avoid the necessity of paying higher prices later. Write or wire, or use the coupon.

Hamilton Carhartt Cotton Mills Limited

Toronto Montreal Winnipeg Vancouver

Manufacturers of Carhartt Overalls and Work Gloves, and Carhartt Alloyers for men and boys.

Please send me at once:

.....

.....

.....

Name .....

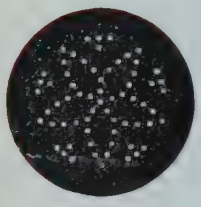
Address .....

.....

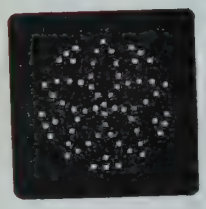
If interested, tear out this page and keep with letters to be answered.

Local

Water-Proof Cemented
Veneer Chair Seats



Round



Square

Ball Top

Strong Convincing Selling Points

Five staple patterns of well-made three-ply veneer chair seats that are sales- and profit-makers. The dealer finds them easy to sell because they are backed by strong, convincing selling points. We are the only manufacturers using waterproof cement. This prevents them from parting even under the severest weather test. This popular line of seats has rounded corners, the edges are smoothed, sandpapered, and finished with genuine, hard-drying coach varnish. A line that will afford you splendid profits.

Terms

Quotations subject to change without notice. Orders will be entered subject to the following conditions:

Strikes of operatives or any other unavoidable cause will relieve us from prompt fulfilment of contracts.

Canadian Veneering Company, Inc.
Acton Vale, Quebec, Canada

"Just ask for Samples in Comparison with Any other Make"

Ask for Our English-French-Spanish-Portuguese Catalog

Crown Dining

John B. Keeble & Company

1 Arundel St. (Strand), London, England

Agents for Great Britain

Richardson and Bureau
55 St. Francis Xavier St., Montreal
Agents for Eastern Canada

If interested, tear out this page and keep with letters to be answered.

BURLINGTON STEEL FENCE POSTS

Make Strong — Permanent — Economical — Fireproof Fences

Special Advantages

Durable
Fireproof
Convenient
Economical
Will not rot
Rust resisting
Will not break
Drive easily
Last a generation.

Our experience in manufacturing special steel bars for reinforcements has been of untold value in the making of steel fence posts.

These Posts are made of the same high quality of steel as used for Concrete reinforcement and for other purposes where strength and rigidity are absolutely necessary.

The Special "U" Shape

The "U" shape is exclusive with our posts. It allows the post to be driven easily and straight. It makes it anchor firmly and prevents sagging or bending. No sharp points—no special devices needed to hold it in the ground. Can be set in place in a fraction of the time required to set wooden posts.

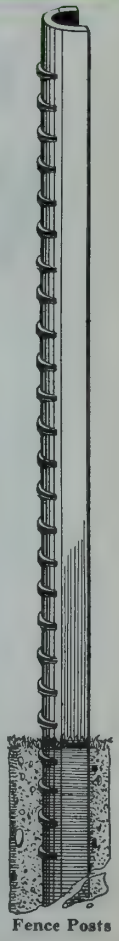
The Clip Fastener

fastens the clips quicker than staples can be driven. Clips hold the fence tight. It cannot slip.

Dealers

Nation wide advertising is placing the advantages of Burlington Steel Fence Posts before the farmers of Canada.

Our special book on Steel Fence Posts, or sample sections, mailed on request. Cash in on the demand in your locality. You sell wire fences—sell Burlington Steel Fence Posts. Immediate delivery from stock.



Fence Posts

BURLINGTON PRODUCTS COMPANY, LIMITED

325 Sherman Avenue, North

HAMILTON - . - CANADA

If interested, tear out this page and keep with letters to be answered.

Display in window of The Warner Hardware Co., Minneapolis, Minn.

Build Up Your Profits With

LIQUID VENEER

MADE IN CANADA

A Window Display Will Do Wonders!

You can make an unusually beautiful and attractive window display, full of bright colors and drawing power, which will greatly **increase sales** on Liquid Veneer and the wonderful Liquid Veneer Mop.

You know the **big margin of profit** on these sterling articles. You know the power of the steady advertising behind them. You know the unequalled high quality that has built their wonderful reputation.

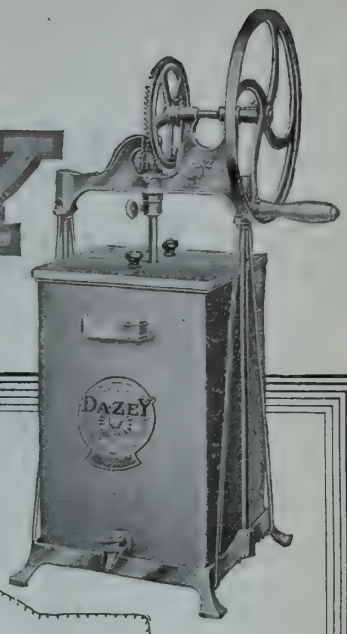
Do you fully realize the big business you can do on these articles by giving them an occasional display? Send us the size of your window and we will furnish, **entirely free,** a handsome display that will be a credit to your window. State whether you carry Liquid Veneer Mops or not.

Buffalo Specialty Company

BUFFALO, N.Y. BRIDGEBURG, ONT., CANADA

If interested, tear out this page and keep with letters to be answered.

DAZEY CHURNS



Value Convincing Features

The DAZEY incorporates those essential features of a perfect butter-maker — those that are becoming more universally demanded every day.

Apologies are never necessary—but *facts* always.

There is REAL satisfaction in pointing out—

—the *dasher* which produces such powerful agitation that butter is made in 3 to 8 minutes—

—the all-metal *receptacle* which assures perfect sanitation—

—that in *cleaning* receptacle only has to be handled, and how convenient this is—

—then, too, that the DAZEY is substantially built of steel and iron which will last for years.

It is this combination of vital details of construction which goes to make up the DAZEY that appeals to the butter-makers, and that will sell a DAZEY to his neighbor.

National conversion to the "DAZEY SYSTEM" of making better butter means that enterprising dealers are profiting by the demand.

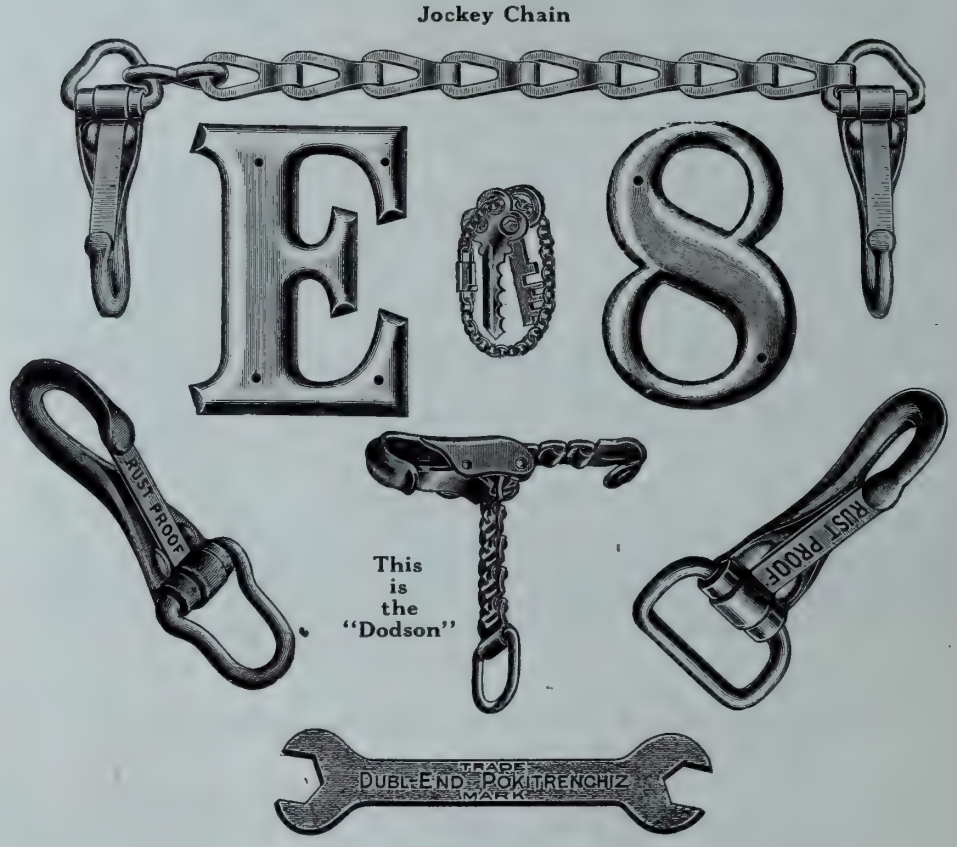
We are anxious to tell you more about the DAZEY and ask that you send for new catalogue showing Glass churns, 1 to 4 quart sizes, and Metal churns 1 to 28 gallon capacities, for hand and power.

Ask Your Jobber for Prices

DAZEY CHURN & MANUFACTURING CO., St. Louis, Mo., U.S.A.

If interested, tear out this page and keep with letters to be answered.

Superior Workmanship Insures Larger Profits



The superior quality of Niagara goods has meant much to our customers. They have reported satisfaction, which means, for these goods, a solid reputation on the market. A window display means large returns for you. The Niagara line spells PROFITS for dealers.

Premax Chains, Hame, Breast, Trace, Halter, Jockey, Stallion, Rein or Bit; Spreaders, Cow-ties, Dog-leads, Dog-couplers, Snaps, Swivels, etc. Key Chains in various metals, plain or plated. Expansion Link or Coil Key and Watch-fob Chains. Flexible Key and Railroad Key Chains, Split Key Rings, Advertising Key Rings, Key Tags, etc. All our own make. Quality dominant.

Individual Embossed Letters and Figures—eight sizes, seven finishes—½″ to 6″. Embossed or Stamped Number Plates. Figures ¾″ to 2½″, Aluminum or Brass, various finishes, or enamelled any color. Embossed Sheet Metal Signs for general advertising. House and Room Numbers; Push and Pull Door Plates.

Tell us your wants. Our facilities for this work are excellent. Use them to your profit. Contract work.

ASK FOR CATALOG NO. 25HM.

Niagara Falls Metal Stamping Works

237-239 Tenth Street **Niagara Falls, N.Y.**

If interested, tear out this page and keep with letters to be answered.

Morrison's Lines

Superior Products

For Fall, Winter, Spring and Summer

Here are some of the J. M. T. Lines that will make your business profitable all the year round:—

Stack Gas Water Heater	Steam Traps	Pipe, Tools, etc.
Automatic Cellar Drainer	General Boiler	Vacuum Gauges
Stop Valves	Mountings	Ammonia Gauges
Check Valves	Injectors	Gauge Board Outfits
Gate Valves	Ejectors	Lubricators
Safety Valves	Inspirators	Pipe Fittings
Relief Valves	Jet Pumps	Steam Whistles
Reducing Valves	Steam Gauges	Engine Indicators

Our Steam Goods are approved by Provincial and Marine Inspection Departments. Every article is tested before leaving the factory. Fifty years experience has made our goods remarkably efficient and reliable. Let us tell you more of these business makers.

It Pays to Sell Morrison Products.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, Toronto, Ontario

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

"Seen these Starrett ads?"

"Sure—they're everywhere. You can't miss 'em."

That's the point. You can't miss Starrett national advertising. It's in all the principal papers that mechanics and their employers read. Every Starrett tool in use—and machinists have been buying them for forty years—is a Starrett advertisement.

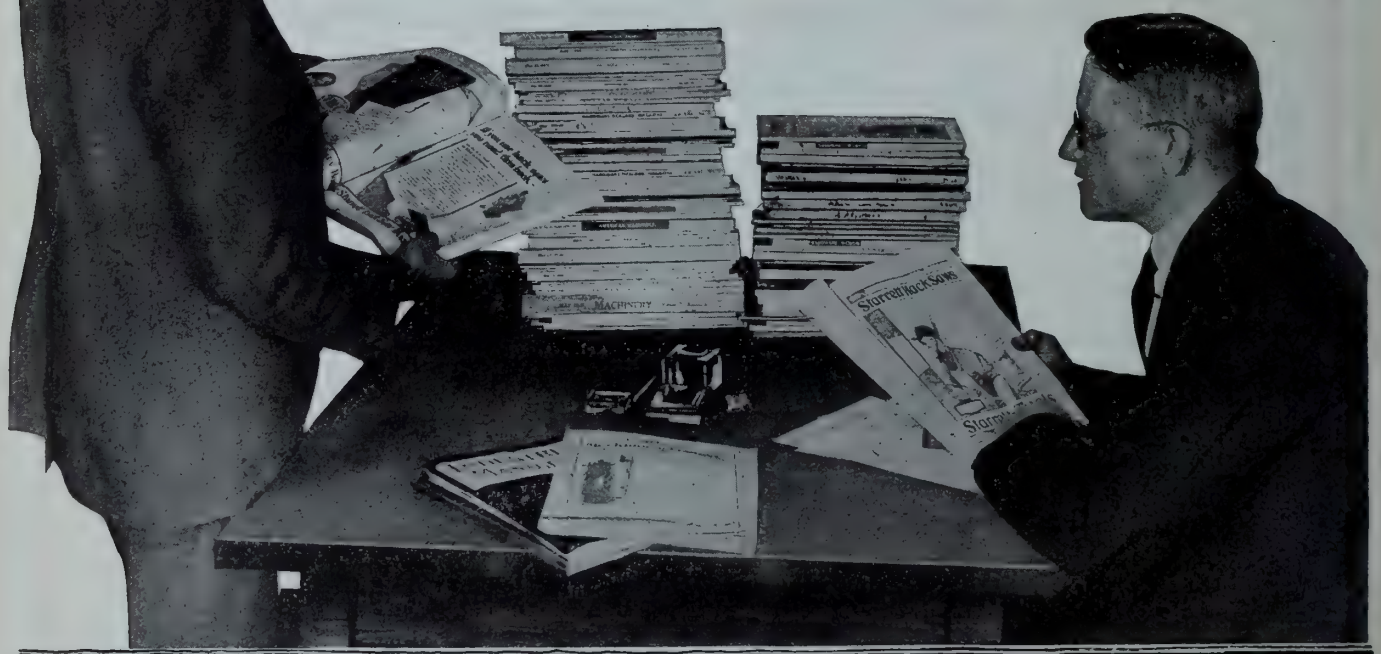
That's why there is a steady, constantly-growing demand for Starrett Tools and Starrett Hack Saws. Why dealers sell more and more of them. They know that every Starrett tool will live up to the Starrett reputation for unvarying accuracy, unfailing quality and absolute utility.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42-76



Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

HE WANTS A RAZOR THAT WILL SHAVE HIM

The same razor may not shave both Sam Jones and Bill Smith and do it cool and comfortably but there is a Genco razor that will satisfy the shaving needs of each of them. A broad, heavy beveled Genco for outdoors men with wiry beard and rugged skin—a delicate, full concaved Genco for skin that is easily chafed—and other Genco models for still other conditions.

Selling a Genco is more than selling a Razor, it is supplying your customer with shaving service. And remember we back you up with our guarantee:

"GENCO RAZORS MUST MAKE GOOD OR WE WILL"

Place a Genco Display Cabinet on your cutlery counter. It will attract attention and make sales. The cabinet is supplied with the Special Genco Display Assortments.

There are razors for every condition beard and skin in each assortment and brief but thorough selling helps for your salesmen always in sight.

Sell your customers the razors that will shave THEM.

Order an Assortment to-day. If your Jobber cannot supply you, write us.

GENCO WEEK
November 8 to 13

$1000 in Cash Prizes

Tell your window decorator to watch our advertisement in Hardware and Metal, September 18, for particulars. He can win one of the prizes and increase your sale of Genco Razors at the same time.

A Genco Display Assortment on your Cutlery Counter will help too. Order one now.

GENEVA CUTLERY CORPORATION

159 Gates Ave., Geneva, N.Y.

Toronto: 11 Colborne St. **Winnipeg: 332 Bannatyne Ave.**

If interested, tear out this page and keep with letters to be answered.

"Oakville"

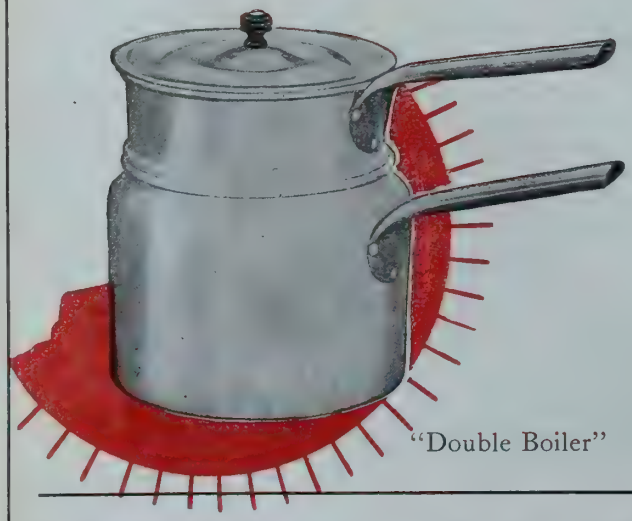
"WILL OUTWEAR

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE

"Oakville"

A name that represents Quality and Superior Wearing Service. Merchants will please their salesmen by encouraging a display of "Oakville" Aluminium Utensils, which appeal to the average intelligent and most discriminating women, partly through the handsome dignified design and also by the reputation behind our name.

"Berlin Kettle"



"Double Boiler"

"Regular" Teakettle

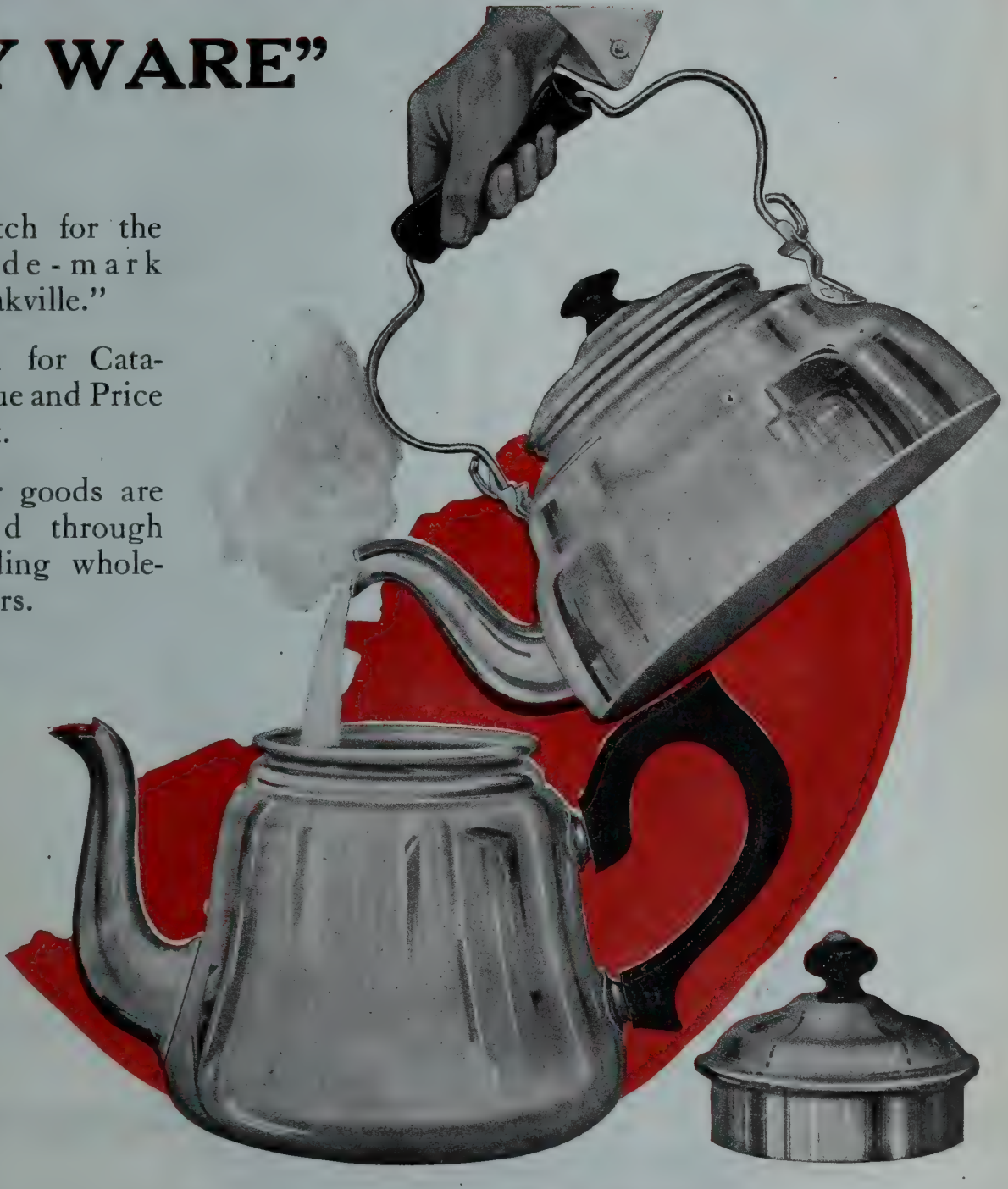
The Aluminium Ware Manufacturing Co., Limited

Oakville, Ontario

If interested, tear out this page and keep with letters to be answered.

Aluminium Ware

ANY WARE"



Watch for the trade-mark "Oakville."

Ask for Catalogue and Price List.

Our goods are sold through leading wholesalers.

Richardson and Bureau, ***Eastern Selling Agents***
Montreal

If interested, tear out this page and keep with letters to be answered.

A tool is as good as its maker

WHETHER for the skilled mechanic, the master carpenter, or the every day job about the house, garage or barn, your tools are a gauge of your workmanship—your means of expressing your creative self.

This creative instinct that rules every man's heart is the guiding spirit of attainment in the Millers Falls factory. Here among New England's peaceful hills it has found full expression for over fifty years in the craftsmanship of skilled toolmakers. Here you may find father teaching son the lesson that painstaking care for details and respect for his work bring lasting rewards.

Ask your hardware dealer about Millers Falls Tools. Look at them, handle them,—bit braces, hand and breast drills, auger bits, automatic screw drivers, mitre boxes, hacksaw frames and others. They feel "right" in your hands—their perfect balance and fit tell you that they will be your reliable, lifelong friends.

In and out Screw Driver No. 41. An efficient, rapid working, powerful household and workshop tool, for quickly driving or withdrawing screws by repeated forward thrusts of the handle.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

MILLERS FALLS TOOLS

In New England's Peaceful Hills

Millers Fall Tools make good customers for J. M. Kohlmeier, Third Ave. at 60th Street, New York City.

This advertisement helps too: Saturday Evening Post for July 24th

MILLERS FALLS TOOLS

If interested, tear out this page and keep with letters to be answered.

He Saw This Millers Falls Ad.

in the Saturday Evening Post and so he stopped in at the leading hardware store in his neighborhood. That No. 41 Screwdriver would be just the thing to use around his motorboat.

But the salesman didn't let his interest stop there. A little questioning—and out came a No. 12 Millers Falls Breast Drill. The customer tested its balance, felt the free run of its gears, admired its fine finish. A word and a touch showed how the gears were shifted —and the sale was made.

Alert hardware dealers know that the "talking points" of Millers Falls Tools make it easy to hold the attention of the craftsman, be he amateur or professional. They tell us that every Millers Falls tool in service is a salesman for its fellows. Bits, braces, hand and breast drills, mitre-boxes—each through its performance speaks of the merits of the entire line.

MILLERS FALLS COMPANY

MILLERS FALLS, MASSACHUSETTS

If interested, tear out this page and keep with letters to be answered.

PREPARED Decorative Burlaps

Double Sized and Oil Coated
Made in Widths of 30, 36, 45, 54, 60, 72 and 90 inches and
All Standard Shades, in Lengths of 30 and 60 yards.

Why These Wall Coverings Sell Well

THEY are made from strong and heavy, specially selected Jute Canvas, which is carefully stretched and sized by latest machinery, then prepared with our odorless compounds.

This desirable line fills a long felt want in the way of an inexpensive wall covering. It is easily hung up, and once on practically requires no replacing. Used extensively for Dwelling Houses, Hotels, Public Buildings and Churches, for the finishing of which it has become a standard necessity.

There are prospects everywhere.

This beautiful burlap adds greatly to the appearance of a room or hall. Does not fade or shrink and can be repainted to any shade desired at little trouble or expense. Has no equal for covering defects in broken or cracked walls. For these reasons it is to be recommended in preference to Dyed Burlaps.

From a sanitary point of view it has many advantages, inasmuch as it keeps out Dust, Dampness, Drafts and Cold and its application to the wall insures the destruction of all insects and vermin which may have found a resting and breeding place behind the old-style Paper Covering. When soiled can be easily cleaned by passing damp cloth over surface.

These convincing selling points make it comparatively easy for merchants to close the sale with little argument or loss of valuable selling time.

Handled by all Leading Jobbers of Wall Papers,
Hardware, Paints, etc.

Dominion Oilcloth & Linoleum Co., Limited
MONTREAL

If interested, tear out this page and keep with letters to be answered.

PRIVATE POST CARD

Walter Woods & Co.

Hamilton and Winnipeg

Messrs. Live Hardwareman & Co.,
Anywhere,
Can.

Alarm Tills
Axe Handles
Axle Grease
Alarm Clocks
Ammonia
Bags (Paper)
Bag-Holder
Broom Stand
Butter Tubs
" Plates
" Paper
" Moulds
" Baskets
Butcher's Skewers
Bake Boards
Bath Brick
Brooms
Brushes
Baskets
Bowls (Butter)
Butter Ware
Burners (Lamp)
Bird Seed
Balls
Blacking & Dres'g
Basket Fasteners
Bon Ami
Butter Tub Fast'rs
Cheese Cutters
Can Opener
Clothes Horses
Cotton Mops
Crayons (School)
Curtain Stretchers
Clocks
Chair, Willow
Candles

Canvas Gloves
Carpet Felt
Chloride of Lime
Crisco
Clothes Horse
Churns (Oak)
Corks
Clothes Pins
Carpet Sweepers
Croquet
Cordage
Combs
Clothes Lines
Dusters (Feather)
Door Mats
Dustbane
Egg Carriers
Envelopes
Egg Cases
Express Waggons
Eggs—Nest
Faucets
Fish Lines
Fibre Ware
Fish Hooks
Food Cutters
Fruit Jars
Fly Paper & Pads
Fish Poles Bamboo
Flags
Floor Wax
Glue (1 oz.)
Goggles
Globes (Lantern)
Gas Mantles
Gillett's Lye
Gum & Premiums

Galvanized Pails
Halters
Hammocks
Hat Racks
Hair Pins
Hockey Sticks
Ink
Irons, Mrs. Potts
Jar Rubbers
Julep Straws
Key Rings
Knife Boards
Knives (Pocket)
" Dinner
" Cheese
" Banana
Knife Tray
Lemon Squeezer
Lamp Chimnies
Lanterns
Lawn Mowers
" Swings
Lunch Boxes
Laces, Shoe
Ladders
Looking Glasses
Lead Pencils
Liquid Vencer
Mucilage
Matches
Measures
Mops
Mouse Traps
Mats
Marbles
Mack's-No-Rub
Molasses Pump

Nail Puller
Needles
Nest Eggs
Oil Cans
Oil (S.M.)
Order Books
Oyster Pails
Oil Can Racks
O-Cedar Mops
Paper, Note
" Wrapping
" Bags
" Cutters
Penholders
Pails
Pass Books
P. Pounders
Playing Cards
Pins
Picture Wire
Peppers & Salts
Pipes
Pipe Mounts
Pens
Papetries
Pin Tickets
Paper Lunch Sets
Paper Napkins
Rolling Pins
Rope
Razors
Refrigerators
Scales, Counter
" Platform
Slicers, Fruit
" Vegetable
Show Cases

Sal Soda
Snow Shovels
Suit Cases
Spoons Wood
Stove Polish
Shoe Dressing
Soap (Toilet)
" (Laundry)
Slates (School)
Stationery
School Bags
Scribbling Books
Scoops
Scissors
Sapolio
Tacks
Tags
Tooth Picks
Towell Roller
Trunks
Tubs, wash, butter
Twines
Twine Holders
Talcum Powder
Tungsten Elec. L'p
Vacuum Cleaner
Vinegar Pumps
Violin Strings
Varnish (S. Pipe)
Washboards
Whisks
Whips
Wicks
Wringers
Washers, Boss
Wire Doors
Wire Windows

Dear Sir:
I expect to call on you in a few days, with a full line of Samples. Kindly reserve a share of your orders.
Respectfully yours.
.....

TRY TIGER BROOMS, 5 STRINGS, CHERRY POLISHED HANDLES

Watch for the "Walter Woods" Salesmen

If interested, tear out this page and keep with letters to be answered.

Sell Hose Satisfaction

GOODYEAR Cord Hose carries the definite guarantee of the Goodyear Tire & Rubber Company of Canada, Limited. It bears the word "Goodyear"—with all that this means to the customer in reputation and unquestioned quality.

Goodyear Cord Hose is built to give greater hose satisfaction. Built after the manner of the famous Goodyear Cord Tire—from pliable cords imbedded in rubber.

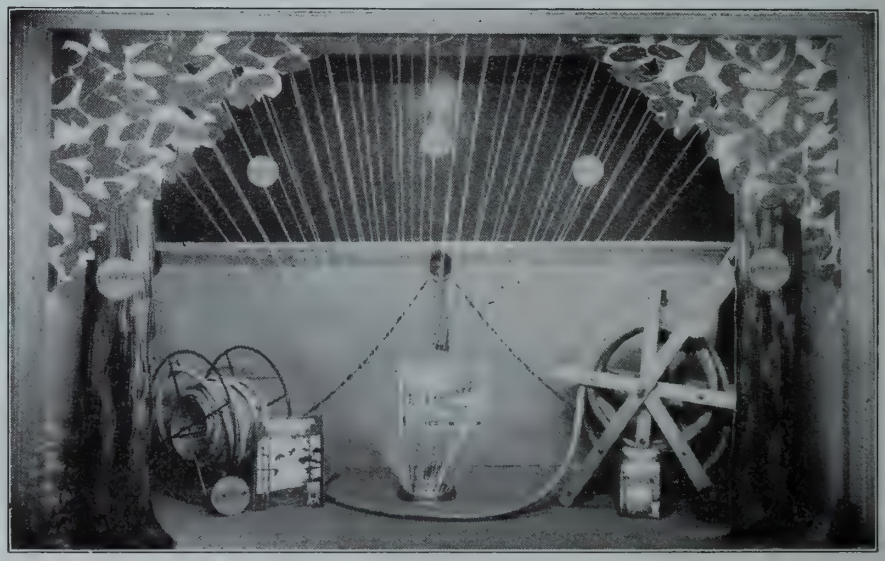
These cords prevent kinking and cracking—*give longer life at less cost.*

By selling Goodyear Cord Hose you sell satisfaction as well as hose. Satisfaction which means good will—increased business.

You can obtain Goodyear Cord Hose from your wholesaler or the nearest Goodyear branch.

The Goodyear Tire & Rubber Company of Canada, Ltd.
TORONTO, ONT.

This is a sample of the many attractive window displays which may be made with Goodyear Cord Hose. Our advertising department will furnish display material free. Write for particulars.



GOODYEAR
MADE IN CANADA
CORD HOSE

Order from Your Jobber

"HERCULES"
SASH CORD

AND

"STAR"

QUALITY

COTTON ROPE
CLOTHES LINES
WRAPPING TWINES

AND

BRAIDED AWNING CORD

Manufactured in Canada

If interested, tear out this page and keep with letters to be answered.

C·M·C

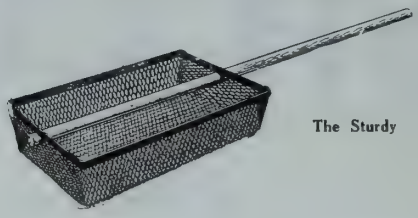
SATISFACTION STURDY GUARANTEED

TRADE MARK

THE MARK OF SATISFACTION
AN ALL-YEAR SERVICE

FALL AND WINTER NECESSITIES

All sizes, light and heavy grades.



The Sturdy

Strong and Swift. Nest easy for shipping.

**Drums, Elbows, Tapers,
Ts, Dampers, etc.**

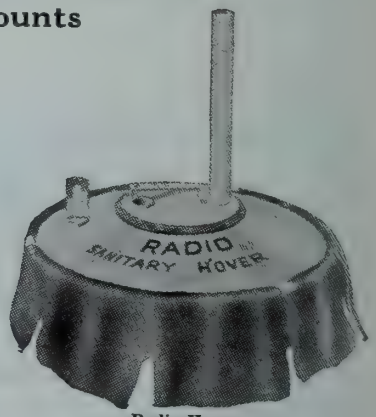
Asbestos lined Safety Stove Pipe Thimbles for Wall or Floor. All sizes. Safety First.

COMPLETE POULTRY EQUIPMENT

Incubators, Brooders, Hoppers, and Founts

Cycle Hatcher

Hoppers, Troughs
and
Founts of all kinds



Radio Hover.

THE METAL HENS prove their superiority and usefulness

Enquire and get acquainted with this popular line.

A Sprayer For Every Need

THESE AND OTHERS
THE NEW CROWN
EASILY FILLED
NON-LEAKING

THE STURDY

Strong tank with one hand control, misty nozzle.

EVERY HOUSE-
HOLD SHOULD
HAVE ONE

Handy Whitewash
Fits any bucket
Continuous Spray

THE COLLINS MFG. CO., TORONTO

If interested, tear out this page and keep with letters to be answered.

SMP "QUALITY" TRADE MARK

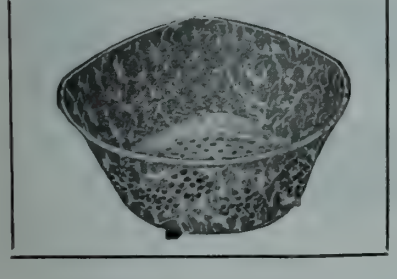
DIAMOND WARE

BLUE AND WHITE OUTSIDE
—PURE WHITE INSIDE

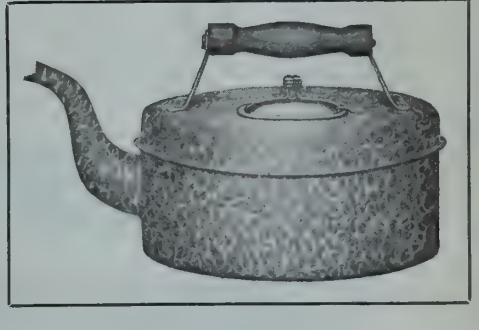
A BRIGHT AND CHEERY KITCHEN MEANS PLEASANT HOURS FOR THE HOUSEWIFE. SMP ENAMELED WARE WILL MAKE ANY KITCHEN ATTRACTIVE AND BESIDES BEING VERY DURABLE IS THE SAFEST WARE TO USE.

EARN THE GRATITUDE OF YOUR CUSTOMERS BY SHOWING THEM

SMP "DIAMOND" WARE



CULLENDERS
SINK STRAINERS
DISH PANS
SAUCE PANS
PRESERVING KETTLES
RICE BOILERS
TEA KETTLES
POTATO POTS
DIPPERS
ETC.



SHIPMENTS MADE PROMPTLY

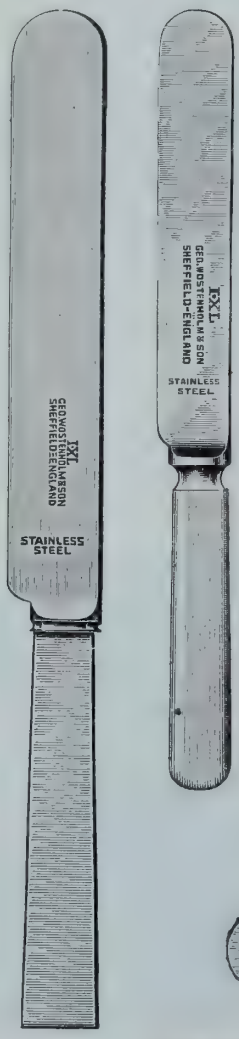
THE **SHEET METAL PRODUCTS CO.** OF CANADA LIMITED

MONTREAL **TORONTO** WINNIPEG
VANCOUVER

If interested, tear out this page and keep with letters to be answered.

I-XL

Stainless Steel Knives

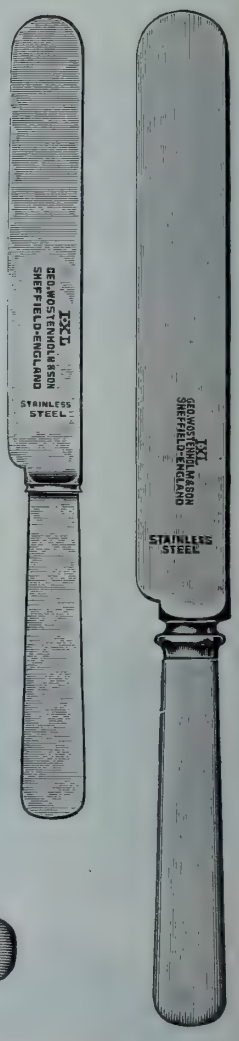


have now become so popular that no up-to-date merchant can afford to be without them.

We are now making substantial shipments to all the leading jobbers throughout the Dominion and would urge every retailer to see that his clerks have them to offer when required.

Stainless steel is a boon to the housewife as it absolutely does away with the knife board or cleaning machine, yet is always clean and bright for the table.

After extensive experiments we have finally overcome the many technical difficulties in tempering and are now combining all the virtues of stainless steel with a wonderful cutting edge.



Look for I-XL on the Blade

GEO. WOSTENHOLM & SON
Limited

GEO. WOSTENHOLM & SON, Limited
SHEFFIELD, ENGLAND

A. MACFARLANE & COMPANY, Limited
MONTREAL, QUEBEC

SOLE AGENTS FOR CANADA

If interested tear out this page and place with letters to be answered.

The Durabla Agency brings dollars in profits

Featuring Durabla products is bringing big business to hardware dealers.

The known dependability of Durabla Gauge Glass, and Durabla Sheet Packing makes them the choice wherever such goods are required.

Durabla Gauge Glass has withstood hydraulic pressure of over 2,000 pounds per square inch for two minutes without breaking. It's been submerged in oil at 350 deg. F., then dipped in water at 40 deg. F. without showing a crack.* Live steam at 100 pounds pressure has been passed through the glass for 96 hours without leaving any trace of erosion. It has given continuous service under pressure of 225 pounds where that pressure has been maintained day and night.

Durabla Gasket Packing makes and maintains permanently tight joints under steam operating conditions approximating 275 to 300 pounds. On oil pressure stills it has kept tight joints for over 160 runs where it's usually necessary to break the joint after each run. It's unexcelled for cylinder heads of gasoline engines and pumps. It gives efficient and lasting service with sulphuric and other acids that can be piped. On ammonia joints in both absorption and compression systems—and in air work on expansion and construction lines.

Durabla is a profitable line to handle. Write to us for the Durabla agency in your territory.

The Canadian Fairbanks-Morse Co., Limited

Montreal **Toronto**

Halifax	Hamilton	Winnipeg	Saskatoon
St. John	St. Catharines	Victoria	Calgary
Quebec	Windsor	Regina	Vancouver
Ottawa			

DURABLA

Sheet Packing and Gauge Glass

If interested tear out this page and place with letters to be answered.

Co-operation

Around the name "FROST" is built an organization of keen, loyal, fair-minded Hardware Men.

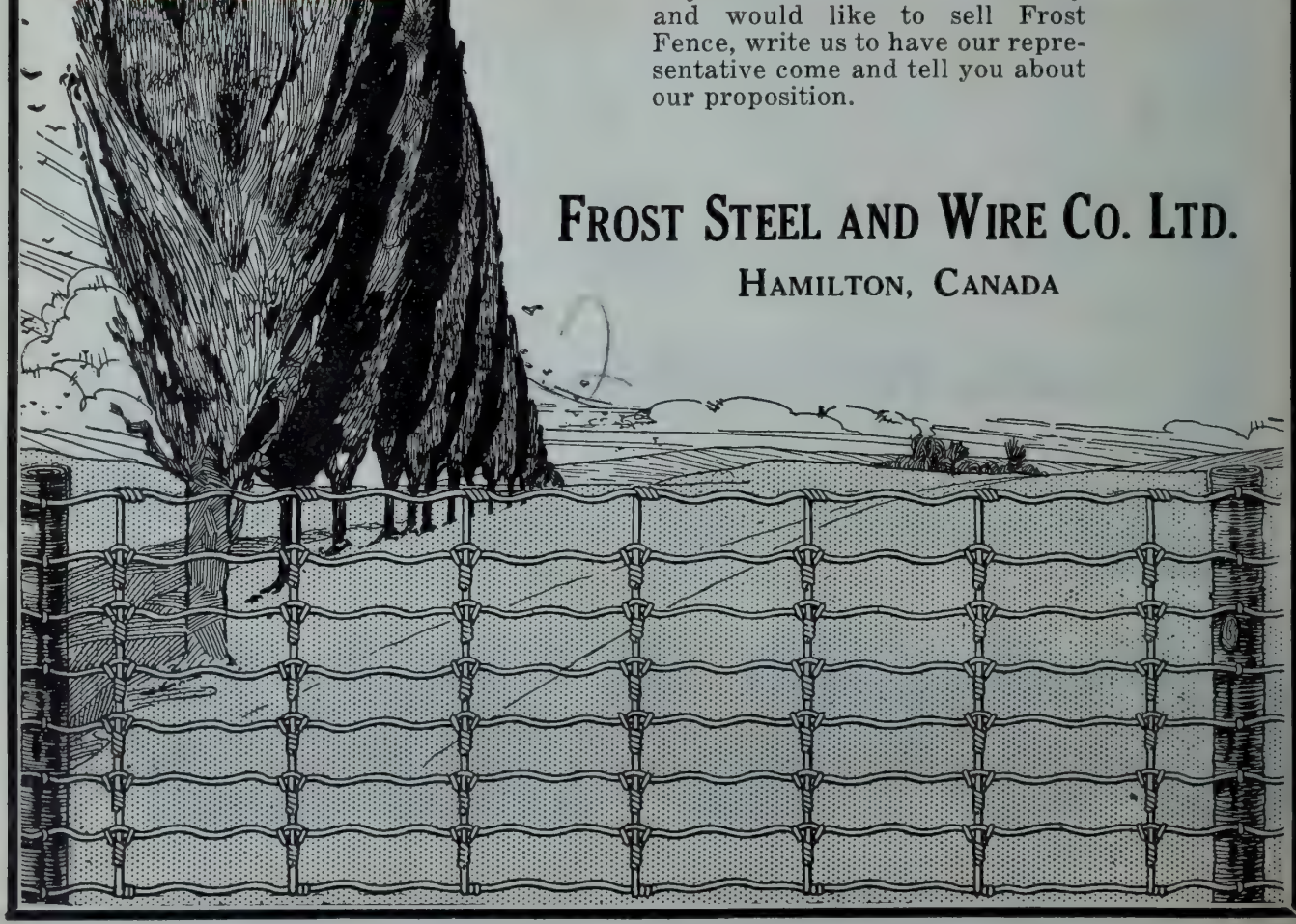
Farmers have been quick to find that they can place confidence in the Frost Dealer. A square deal and a little extra service cost nothing to give but form one of the biggest advertising forces which can be brought into play.

This fact is ever before us and it is the purpose of the Company, in adding to its list of Dealers, to admit only men of this type into the Frost Organization, in justice to those who are and have been selling Frost Fence.

If you are in uncovered territory and would like to sell Frost Fence, write us to have our representative come and tell you about our proposition.

FROST STEEL AND WIRE CO. LTD.

HAMILTON, CANADA



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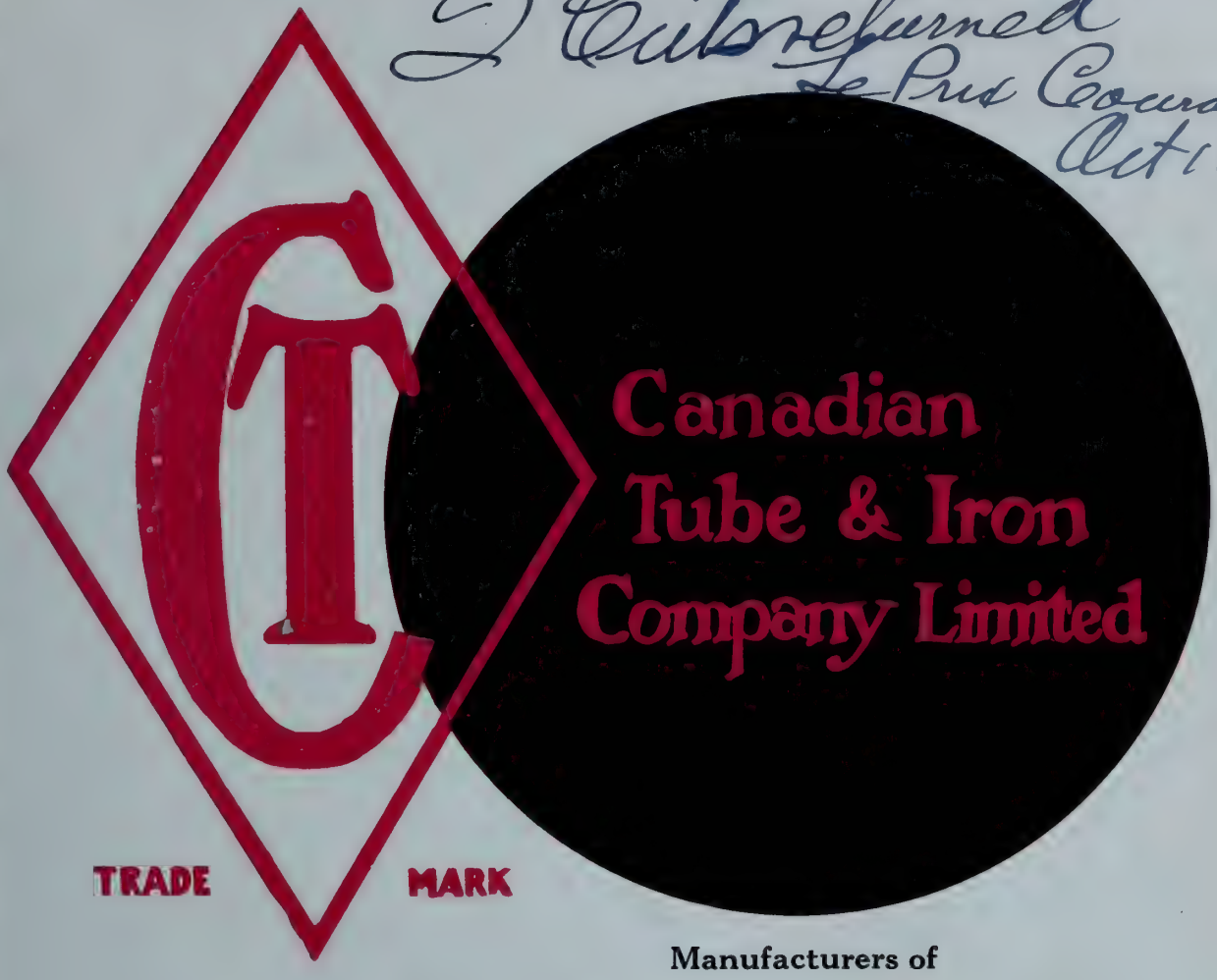
I Cut to return
Le Prix Courant
Oct 15 1920



Manufacturers of

Bolts and Nuts,
Carriage Bolts,
Coach and Lag Screws,
Tire Bolts,
Machine Bolts,
Sleigh Shoe Bolts,
Plow Bolts,
Track Bolts,
Square Nuts,
Hexagon Nuts,
Boiler Rivets,
Tinners' Rivets, etc.
Pressed Spikes, Black and Galvanized,
Wrought Pipe,
Black and Galvanized Sheets,
Nipples and Couplings.

Bar Iron and Steel
in
Rounds
Flats
and
Squares
Twisted Steel Bars
for
Reinforcing
Works:
Lachine Canal, Montreal.

Smooth, Steel Wires, Bright,
Annealed, Oiled and Annealed,
Coppered and Coppered Spring.
Tinned Mattress Wire,
Broom Wire, Fine Wires,
(Plain and Galvanized)
Fence Staples, Wire Nails, Wood Screws, Pump Rods
(Plain and Galvanized)
Works:
Lachine Canal, Montreal.

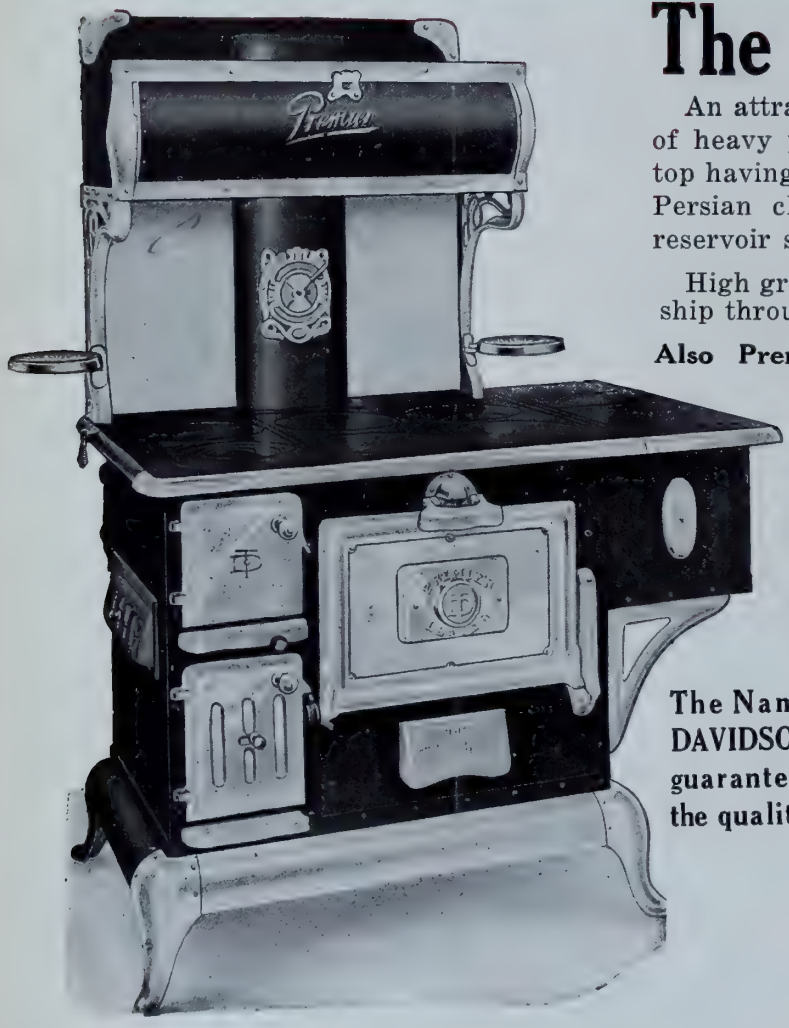
Canadian Tube & Iron Co.

Limited

Works: Lachine Canal, Montreal

If interested, tear out this page and keep with letters to answered.

Stoves & Ranges



The Premier "Leader"

An attractive range with plain nickel trimmings; body of heavy polished steel—asbestos protected. Cast iron top having rivetted and ribbed centres and covers. Steel Persian closet, with mirror and tiled back. Contact reservoir supplied for either left or right end.

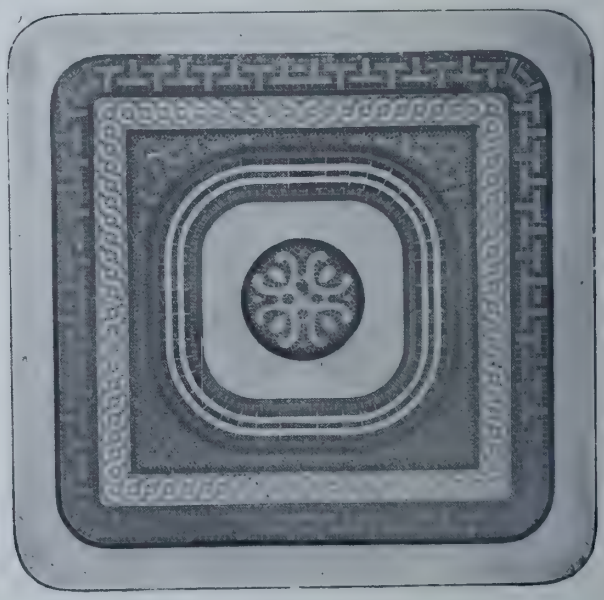
High grade material and first class Davidson workmanship throughout.

Also Premier "Marathon" - "Royal" and "Chieftain"

Stove Boards

Wood-lined, lithographed in assorted colors, square or oblong shapes, sizes from 24″ to 36″ square, and from 18 x 24 to 30 x 48. Also a few sizes in paper lined stove boards.

The Name DAVIDSON guarantees the quality.



The Thos. Davidson Mfg. Co. Limited

HEAD OFFICE: MONTREAL
Branches: Toronto Winnipeg

DAVIDSON

Stoves & Ranges

Premier "Beaver" Heaters

All these Davidson "Beavers" are made of heavy blued steel, firebrick lined, supplied with or without roller grates. A satisfactory durable heater which creates a constant demand. Orders filled promptly for sizes 2 to 6. Finished plain or nickel plated.

Stove Pipe Elbows

Davidson "Empire" Elbows are made in best blued corrugated steel, tin or galvanized, and are absolutely uniform in fit.

Coal Hods

A fine line in galvanized and Japanned Hods — standard funnel and open shapes for both furnace and stove. Write for particulars.

The Thos Davidson Mfg Co Limited

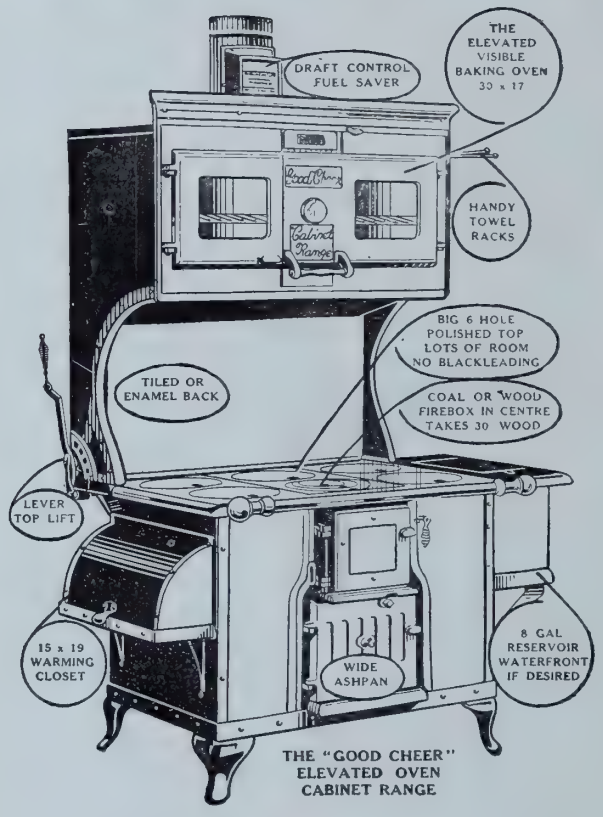
HEAD OFFICE: MONTREAL

Branches: Toronto Winnipeg

DAVIDSON

OUR DIAMOND JUBILEE, 1845 - 1920

"Good Cheer"



THE "GOOD CHEER" ELEVATED OVEN CABINET RANGE

An elevated oven cabinet range, in white enamel trim and equipped with oven flue cleaners. The most modern in range construction. Also made in 4-hole size with 20 x 17-inch oven.

The James Stewart Mfg. Co., Limited

Woodstock, Ont.

The James Stewart Mfg. Co., Ltd.
156 Lombard St., Winnipeg, Man.

Metals Limited
Calgary and Edmonton, Alta.

McLennan McFeely & Co., Ltd.
Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

See Our Exhibits at Toronto and Ottawa Exhibitions

The Highest Achievements In Stove Quality and Value

Maple Leaf Emblem Square with Plain Warming Closet.

MAPLE LEAF Stoves, Ranges and Furnaces are well known in every section of Canada. For seventeen years they have been manufactured under the most rigid and exact requirements of any stove foundry in America.

During past seasons our plant has been taxed to capacity and arrangements have but only recently been brought to a successful issue whereby one of the largest Canadian foundry plants will be erected in order that the ever-increasing developments of the business of Beach Foundry, Limited, may be allowed to take full advantage of its natural growth.

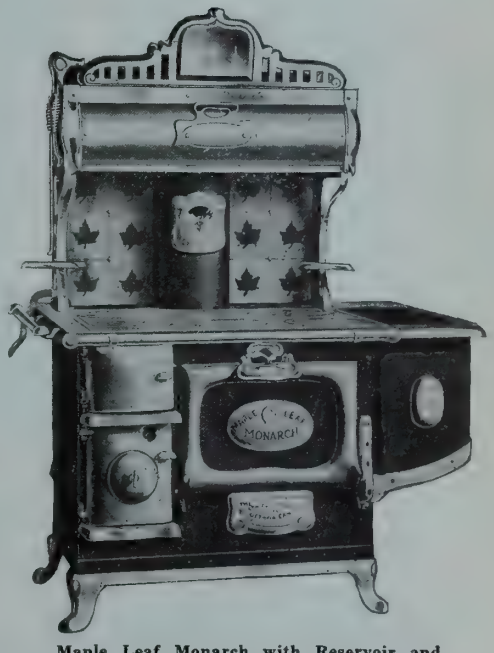
With great pride we submit the accompanying eight pages of illustrations that wide-awake Canadian dealers may readily become acquainted with our numerous lines. We will be pleased to supply further information upon shortest notice. Correspondence is solicited. We will appreciate investigation.

The Maple Leaf Emblem Range

is built of the same high-grade steel and iron as used in higher priced ranges but of lighter weight. The same care is given to its construction, while its finish is similar to that of more expensive lines. Its design is most modern and strictly sanitary. Its body is of best quality planished steel, asbestos protected, cast-iron reinforced. The firebox is large, equipped with duplex grates and heavily lined. The oven of heavy steel, 18 x 19 x 12½ inches, with top of two thicknesses asbestos interlined. Spring balanced oven door equipped with thermometer and non-heating rubberoid enamelled handle. Top in key plate type and sliding draft damper fully controls all heat units. Reservoir of heavy tinned copper and large, roomy warming closet, which can be had in various different styles.

The Maple Leaf Monarch Range

A Range of unusual value in plain, handsome design with large warming closet, key plate top with broiler lift, tubular towel bar, heavy polished steel body with heavy asbestos lining. The latest improved firebox, with heavy duplex grates for coal or wood, also made with special wood firebox—burning 27½ in. wood. 20 in. x 20 in. x 14 in. oven, made of heavy sheet steel, the top being made of double thick steel interlined with asbestos; oven thermometer for registering degrees of heat.



Maple Leaf Monarch with Reservoir and Special Warming Closet.

Manufactured Exclusively by **BEACH FOUNDRY, LIMITED**

HEAD OFFICE **OTTAWA, CANADA** BRANCHES IN WINNIPEG AND VANCOUVER

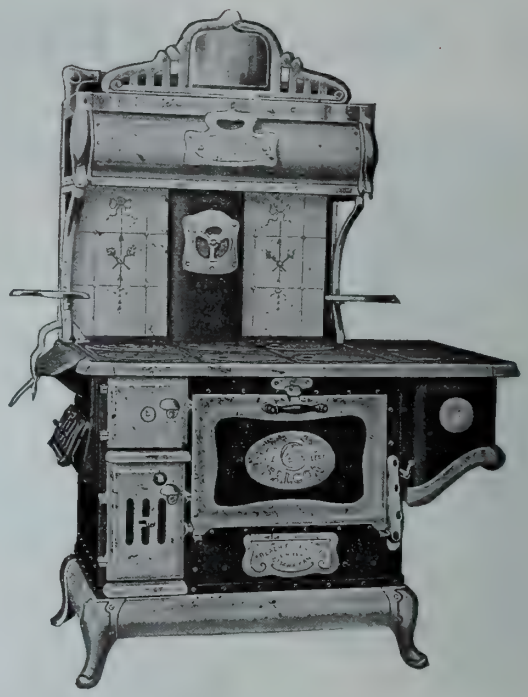
If interested tear out this page and place with letters to be answered.

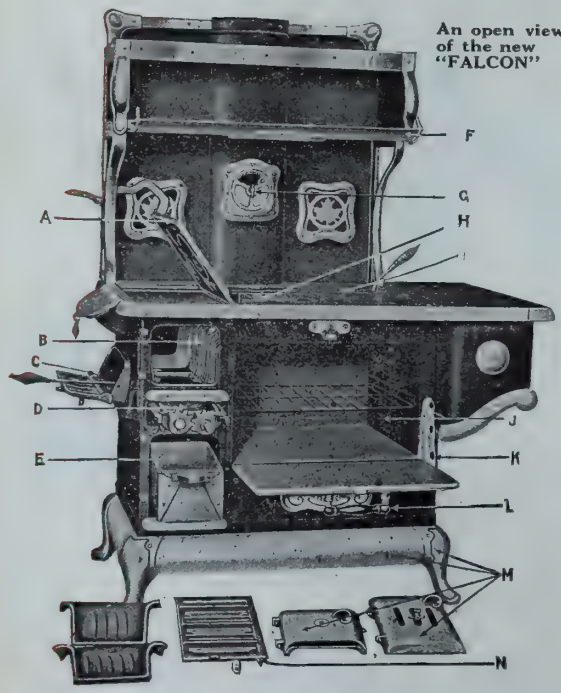
See Our Exhibits at Toronto and Ottawa Exhibitions

The Maple Leaf "Falcon"

Stands In A Class All Its Own

ARANGE that possesses every requirement a woman can desire. It has a durable duplex grate, large firebox with perpendicular linings, sliding direct draft damper, lift-up front key plate. Made in two sizes, 18″ and 20″ ovens. The "Falcon" heats quickly, evenly, and guarantees perfect cooking and baking at all times. Very handsomely designed with heavy, smooth nickel trimmings. It provides one of the most desirable kitchen ranges upon the market.





An open view of the new "FALCON"

A Few of the Construction Features of the "Falcon"

A.—Note height to which front key plate may be raised, allowing scuttle of coal to be emptied freely without use of shovel or poker.

B.—Heavy sectional perpendicular fireback. All other linings also heavy and almost perpendicular.

C.—Large combination draft and poker door opening.

D.—Duplex grates that may be removed through grate opening for replacing with wood grate (note letter N) or for any other purpose, without disturbing the firebox linings. Also note improved cog gudgeons.

E.—Very large ashpan.

F.—Drop closet door.

G.—Combination check draft with key to close off flue and opening for air intake.

H.—Improved sliding direct draft damper, giving full control of heat units to oven or chimney flue.

I.—Key plate top. Covers and short centres heavily ribbed. Sectional reducing cover.

J.—Large oven made in two sizes, 18 x 19 x 12½ in., or 20 x 19 x 12½ in.

K.—Improved attachment for spring oven door balance. Door held down by spring when open and held tight in place by spring when closed.

L.—Rubberoid oven door handle—always cool.

M.—All nickel parts plain, high finish, easily kept clean.

N.—Special wood grate replaces duplex grates for burning wood only.

Manufactured Exclusively by **BEACH FOUNDRY, LIMITED**

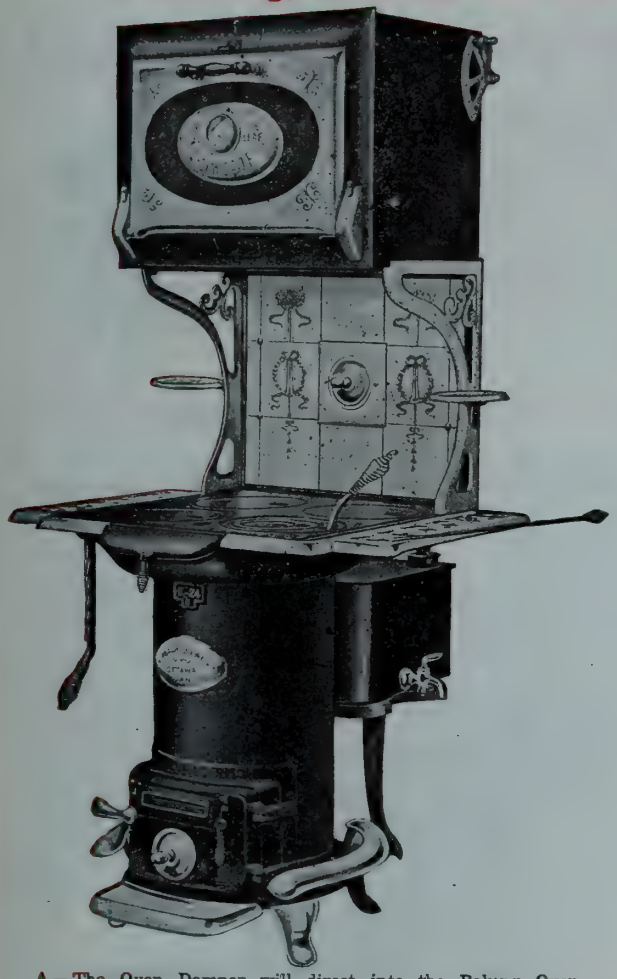
HEAD OFFICE **OTTAWA, CANADA** BRANCHES IN WINNIPEG and VANCOUVER

If interested, tear out this page and keep with letters to be answered.

See Our Exhibits at Toronto and Ottawa Exhibitions

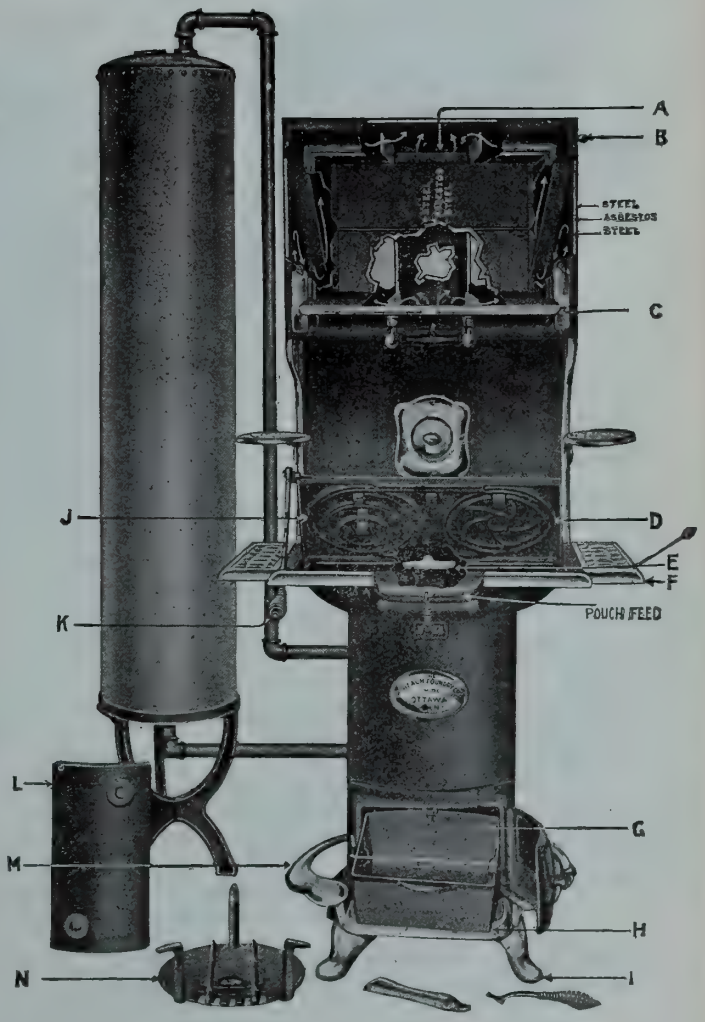
The Maple Leaf "Composite"

A Heating, Cooking and Baking Stove of Unique Excellence



UNDER the most exacting tests the "Composite" more than substantiates our claims. It is the last word in efficiency since it possesses all points which bespeak quality, economy and service. The rapid, increasing demand proves it has passed the experimental stage. Someone will sell them in your territory. Write now, to-day, for prices and special circular.

The "Composite" is a perfectly designed Heater, Cooker and Baker, and is alone on the market in its class. Undertop and heat spreader (the secret). Patented and copyrighted. Room to do the family cooking on the home heater.



A.—The Oven Damper will direct into the Baking Oven Flues all or any desired part of heat.
B.—The Ratchet Damper Handle can be set at points on the Damper Dial indicating desired positions of Oven Damper.
C.—The Drop Oven Door is balanced spring type—double-lined, equipped with thermometer and non-heating handle.
D.—Strongly ribbed lids and top sections.
E.—The Heat Spreader distributes heat evenly to the four holes.
F.—Removable nickelled side shelves and towel rod.
G.—Large Ash Pan, 10 x 12 x 4¼ inches.
H.—Removable nickelled Ash Tray.
I.—Front legs are nickel-plated.
J.—The Reducing Cover is in three sections.
K.—The Ratchet Lift with "Alaska" handle raises the front section for broiling and fueling.
L.—Powerful Water-section, replacing two firebricks, can be installed.
M.—Beautifully designed nickelled foot-rails.
N.—A Wood Grate suspends from the top of the fire chamber. For summer use this is excellent, giving cooking and baking power with the minimum heat.

Manufactured Exclusively by **BEACH FOUNDRY, LIMITED**

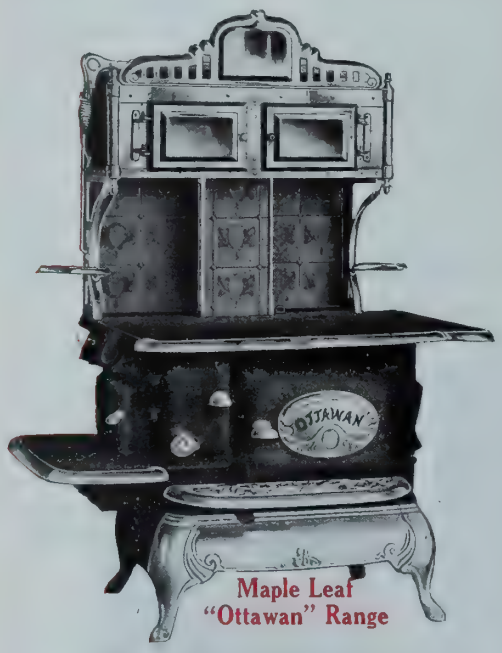
HEAD OFFICE **OTTAWA, CANADA** BRANCHES IN WINNIPEG AND VANCOUVER

If interested, tear out this page and keep with letters to answered.

See Our Exhibits at Toronto and Ottawa Exhibitions

The Maple Leaf "Ottawan"

Is the Best Stove on the Market From a Quality Standpoint



Maple Leaf "Ottawan" Range

With Parisian Warming Closet — Square Style for coal or wood — Duplex Grates.

LIFELONG satisfaction is what every owner of a Maple Leaf "Ottawan" enjoys. Dealers placing the "Ottawan" on their list may be fully satisfied as to quality. The "Ottawan" is a heavy purpose cast range which recommends itself in every instance. No trouble or expense has been spared in perfecting the patterns for this range.

Special Features of the "Ottawan"

THE DESIGN—latest and most modern—smooth castings ornamented only by a delicate pattern—entire range correctly proportioned.

SQUARE OVEN—constructed on modern principles—well ventilated—flue construction specially designed to distribute heat evenly to all parts—perfect baking assured.

OVEN DOOR—with thermometer for registering degrees of heat.

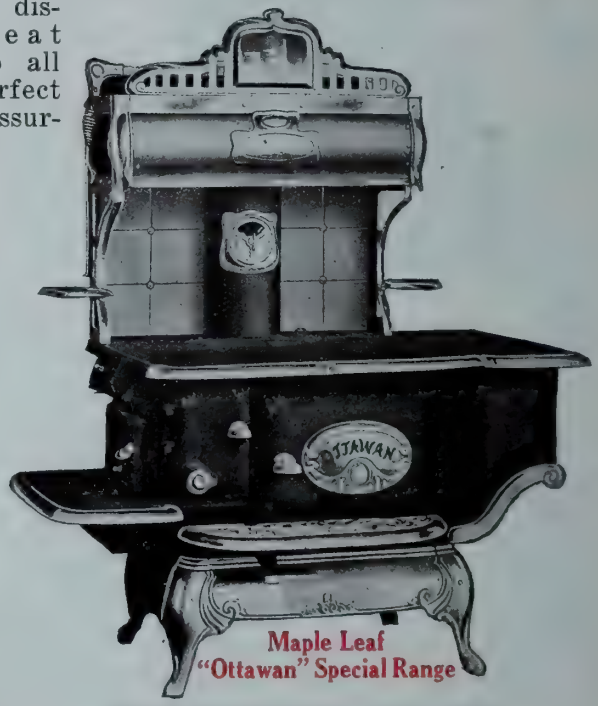
FIREBOX—latest and most approved—carefully proportioned to size of top-oven and flue spaces—made in sections and well ventilated. Duplex Grates for coal or wood—can be removed without use of tools or disturbing firebox linings.

TOP—unusually large and roomy—fitted in sections to not crack or warp.

RESERVOIR—heavy tinned copper wholly encased in cast iron. Reservoir damper enables large quantity of water to be heated in short time when not baknig.

NICKEL TRIMMINGS — plain design—removable for cleaning stove or polishing.

WARMING CLOSET—especially large and may be had in any one of four different styles.



Maple Leaf "Ottawan" Special Range

With Reservoir Tile Warming Closet, Nickel Drop Door and Cresting—Duplex Grates for coal or wood—Special Grate for wood only.

Manufactured Exclusively by **BEACH FOUNDRY, LIMITED**

HEAD OFFICE **OTTAWA, CANADA** BRANCHES IN WINNIPEG AND VANCOUVER

If interested, tear out this page and keep with letters to be answered.

See Our Exhibits at Toronto and Ottawa Exhibitions

Dealers Will Find the Maple Leaf "Pride" a General Favorite Because of Its Lifelong Construction and Value.

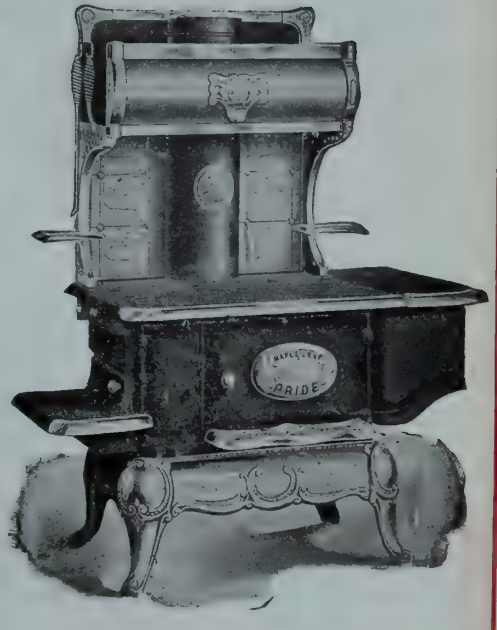
Maple Leaf "Pride" Range with Tea Shelf, burns coal or 19-inch wood.

FOR quick, perfect baking, the Maple Leaf "Pride" Range provides the equal of any range manufactured, and any dealer who will "bank his stove business upon the "Pride" for 1920-21 will not only earn substantial profits, but reap the benefits of a large, well-satisfied clientele in his community.

The Maple Leaf "Pride" Range

is compactly built, handsomely trimmed—firebox—grates and top of standard construction, while the heavy base and legs give the "Pride" a pleasing, substantial appearance. All who know and have had experience with the "Pride" testify to its splendid value and satisfactory performance.

Maple Leaf "Pride" Range with High Shelf. Several styles of closet and shelves to select from.



Maple Leaf "Pride" Range with Reservoir and Tile Closet and Nickel Roller. An ornament to any home.

Wanted, Dealers Everywhere

THE manufacture of Maple Leaf Stoves, Ranges and Furnaces, is only in its infancy—every year our business has gone ahead by leaps and bounds—our trade already extends from coast to coast—but there are still many towns and places we are not as yet represented in. Write us to-day. Maple Leaf Products sell wherever shown and one sale has always brought many more.

Manufactured Exclusively by **BEACH FOUNDRY, LIMITED**

HEAD OFFICE **OTTAWA, CANADA** BRANCHES IN WINNIPEG AND VANCOUVER

If interested, tear out this page and keep with letters to be answered.

See Our Exhibits at Toronto and Ottawa Exhibitions

Maple Leaf Heaters

are fully guaranteed and although we show only five different styles here we have a much greater assortment. You may have choice of Triangular or Draw Centre Grates.

Quebec Heater

Without Grates

As illustrated above.

	Diam. of Body	Height
No. 13	11½″	32″
No. 14	13½″	36″
No. 15	15½″	39″

We also make in the old style without grates—

No. 2	9⅝″	28″

Quebec Heater

With Grates

As illustrated above

	Diam. of Body	Height
No. B23	11½″	32″
No. B24	13½″	36″
No. B25	15½″	39″

Quebec Four-Hole Top Heater

As illustrated above

Made also without grates. A perfect heater and cooker. Size of top with shelves 24″ x 30″. Diameter of body, 13½″. Height, 31¼″. May be equipped with eight-gallon contact copper reservoir as illustrated, or with hot water heater. Elevated oven may be added at any time.

ASK FOR PARTICULARS.

Quebec Parlor Heater

As illustrated above. With or without grates, fancy top and foot rails.

Without Grates	Diam. of Body	Height to base of urn
No. 33	11½″	35¼″
No. 34	13½″	39¼″
No. 35	15½″	41¼″
With Grates		
No. B43	11½″	35½″
No. B44	13½″	39¼″
No. B45	15½″	41½″

Quebec Two-Hole Top Heater

(Made also without Grates)

Heater Comfort, Cooking Convenience Excellent Combination

Without Grates	Diam. of Body	Height
No. 53	11½″	32″
No. 54	13½″	36″
With Grates		
No. B63	11½″	32″
No. B64	13½″	36″

Manufactured Exclusively by **BEACH FOUNDRY, LIMITED**

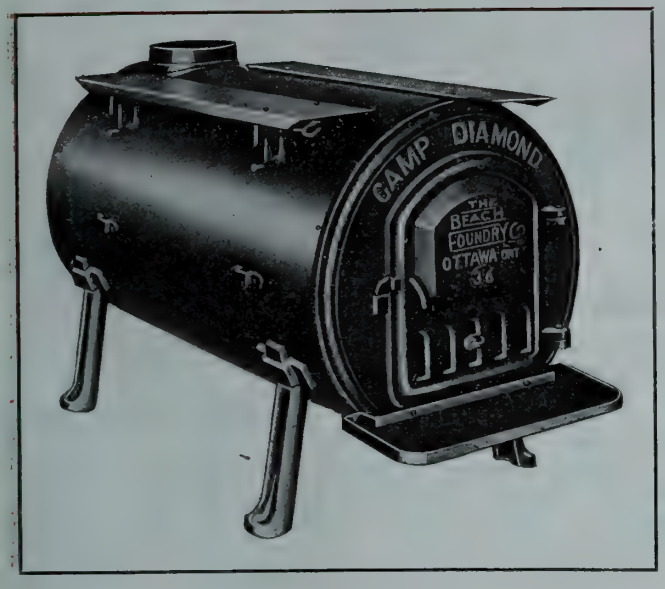
HEAD OFFICE **OTTAWA, CANADA** BRANCHES IN WINNIPEG AND VANCOUVER

If interested, tear out this page and keep with letters to be answered.

See Our Exhibits at Toronto and Ottawa Exhibitions

Maple Leaf Shanty Ranges and Heaters

Sell From Coast to Coast



Lumbermen's Heaters

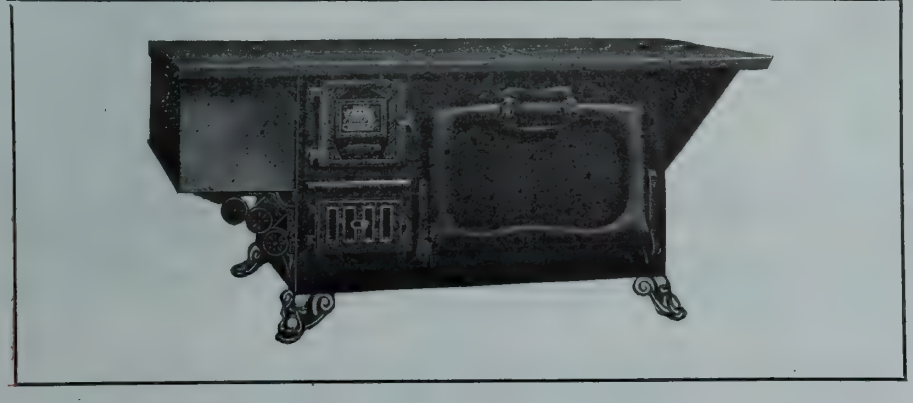
The Camp Diamond with heavy steel plate body and with cast iron ends is unexcelled for durability. Useful for heating large buildings such as public halls, schools, lumber, mining and construction camps where wood is used as fuel.

Perfect combustion is at all times assured by the close riveting and air tight bolted heavy steel plates.

Maple Leaf Shanty Ranges

as illustrated below are used in hundreds—yes, thousands of lumbering and construction camps all across the Dominion of Canada.

Specially made of heavy steel plate, extra strong and durable. It has no superior for baking and is fully guaranteed to suit all occasions. The oven is specially adapted to fulfill the needs of fifty to seventy-five men, while the firebox is extra large with fire door and ash pan to correspond. Can be furnished with high or flush reservoir and warming closet and with or without feet. Further information will be supplied upon shortest notice.



Manufactured Exclusively by **BEACH FOUNDRY, LIMITED**

HEAD OFFICE **OTTAWA, CANADA** BRANCHES IN WINNIPEG AND VANCOUVER

If interested, tear out this page and keep with letters to be answered.

See Our Exhibits at Toronto and Ottawa Exhibitions

Cottage and Lackawanna Warm Air Furnaces

Noted for Economy of Fuel And High Heating Powers

Cottage Furnace with Casing

Cottage Furnaces

Maple Leaf Cottage Furnaces have been specially designed for small houses and homes with shallow cellars to provide a maximum pitch to the warm air pipes. Will burn hard or soft coal with equal combustion, heating 5,500 to 9,000 cubic feet, according to cold air supply and weather conditions.

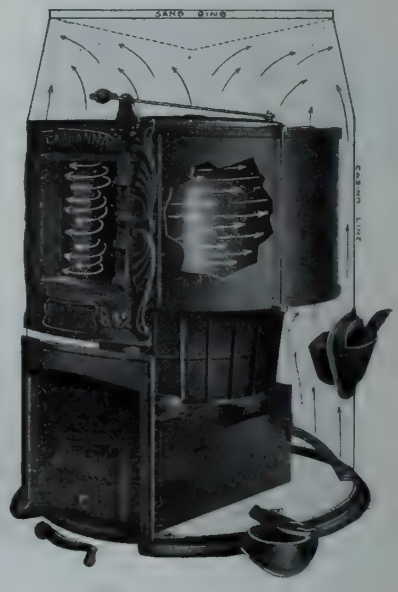
The radiator of elliptical form with combustion chamber well to front of firepot and close to feed door. Products of combustion therefore pass simultaneously backward and upward through opposite openings, entering the smokepipe low down at back of radiator, thoroughly warming the air passing through the radiator. The ashpit is of regular height, while the corrugated firepot is much stronger and has more radiating surface than is usual.

Radiator body is of heavy steel with cast iron top and bottom plates. Large feed door. Water heater may be introduced without drilling.

Front is cast iron and grates of the revolving type.

Lackawanna Furnaces

Here we illustrate our Maple Leaf Lackawanna Furnace, sectional view showing outline of casing. The Lackawanna is of low-down construction. Note how the arrows indicate the currents of draft, as to how the products of combustion travel to the front of the radiator, then divide to go around both sides to smoke outlet at back. A direct draft damper is provided for convenience in starting fire. A vapor pan sufficiently large to keep the atmosphere in a healthy condition is provided.



The Lackawanna is built for all occasions and has a heating capacity of nine to seventy thousand cubic feet, according to size, weather and building, whether it be residence, church, hall, store, etc.

THE RADIATOR of the Lackawanna has horseshoe-shaped flues—the ashpit is exceptionally large with square back, and the grates are triangular anti-clinker type, extra strong, and will not become clogged or immovable.

Dealers—*Investigate the Selling Advantages of the Furnaces—It's Well Worth Your While.*

Manufactured Exclusively by **BEACH FOUNDRY, LIMITED**

HEAD OFFICE **OTTAWA, CANADA** BRANCHES IN WINNIPEG AND VANCOUVER

If interested, tear out this page and keep with letters to be answered.

CANS

We can solve your can problem. Our assortment is sufficient to satisfy your requirements.

Among others are cans for Meats, Vegetables, Milk, Syrup, Fish, Standard Packer Cans, Solder-Hemmed Tops, Paint, etc. Open Top Sanitary Cans.

Ask us about your most important needs.

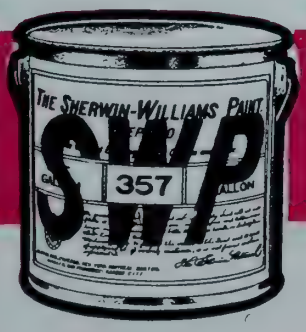
A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

Sales Offices:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna



If interested tear out this page and place with letters to be answered.

Creating Greater Production Facilities

Our Problem

MANUFACTURING conditions and the tremendous shortage of Household utensils has created an unprecedented situation in retail selling.

Dealers, have unfortunately been unable to maintain their stocks, and customers, in some instances, have been compelled to choose from a very limited display.

Our Efforts

To meet these conditions McCLARY'S have strained every nerve to increase production, reduce wastage and facilitate deliveries through added efficiency. The pack has been re-shuffled—men and machinery have been adjusted to produce more and more. Every resource has been developed to breaking point. Time, labor and money all consolidated to strengthen the bond of loyalty between our dealers and ourselves.

McClary's

"Make Good Stoves and Cooking Utensils"

Factories at:

London, Montreal and Brantford

If interested tear out this page and place with letters to be answered.

To Give Adequate Service From 9 Distributing Centres

Our Solution

Necessity has driven us to unusual practices. Despite building difficulties we have largely extended our Factories so that we are producing this year far in excess of any previous year. In addition we have purchased the Buck Stove Company, of Brantford. Behind this old established organization we will force all the producing resources of McClary's. No radical change is anticipated. Buck service and McClary's service will be combined on a new basis of service to all dealers alike—nothing is lost, a great deal gained.

Our Promise

Trust McCLARY'S, the intelligence and experience gained during 73 years will be centred upon production and distribution as never before. Everything humanly possible will be done to satisfy all demands.

Our nearest Branch will be pleased to explain our latest production plans—

McClary's

"Make Good Stoves and Cooking Utensils"

Warehouses and Branch Offices

London, Hamilton, Toronto, Winnipeg, Montreal St. John, Calgary, Vancouver, Saskatoon, Edmonton

If interested tear out this page and place with letters to be answered.

THE "TORTOISE COOK" SOLVES THE PROBLEM OF HIGH PRICES

This stove Cooks and Bakes equally as well as the Highest priced Range and as a Heater it is unsurpassed.

The Price is moderate and in Homes where this wonderful Combination Stove is in use, it has cut the Fuel Bill in Half.

Can be furnished with Contact Copper Reservoir. Burns Coal or Wood.

In localities where this Stove was unknown a year ago Hundreds are selling to-day. A Dealer in a town in Central Ontario bought a sample early last fall and sold 40 before the season was over.

THIS IS A PROPOSITION WORTH LOOKING INTO

Write for Prices and Booklet giving full information.

MANUFACTURED BY **FINDLAY BROS. CO., LIMITED** CARLETON PLACE ONTARIO

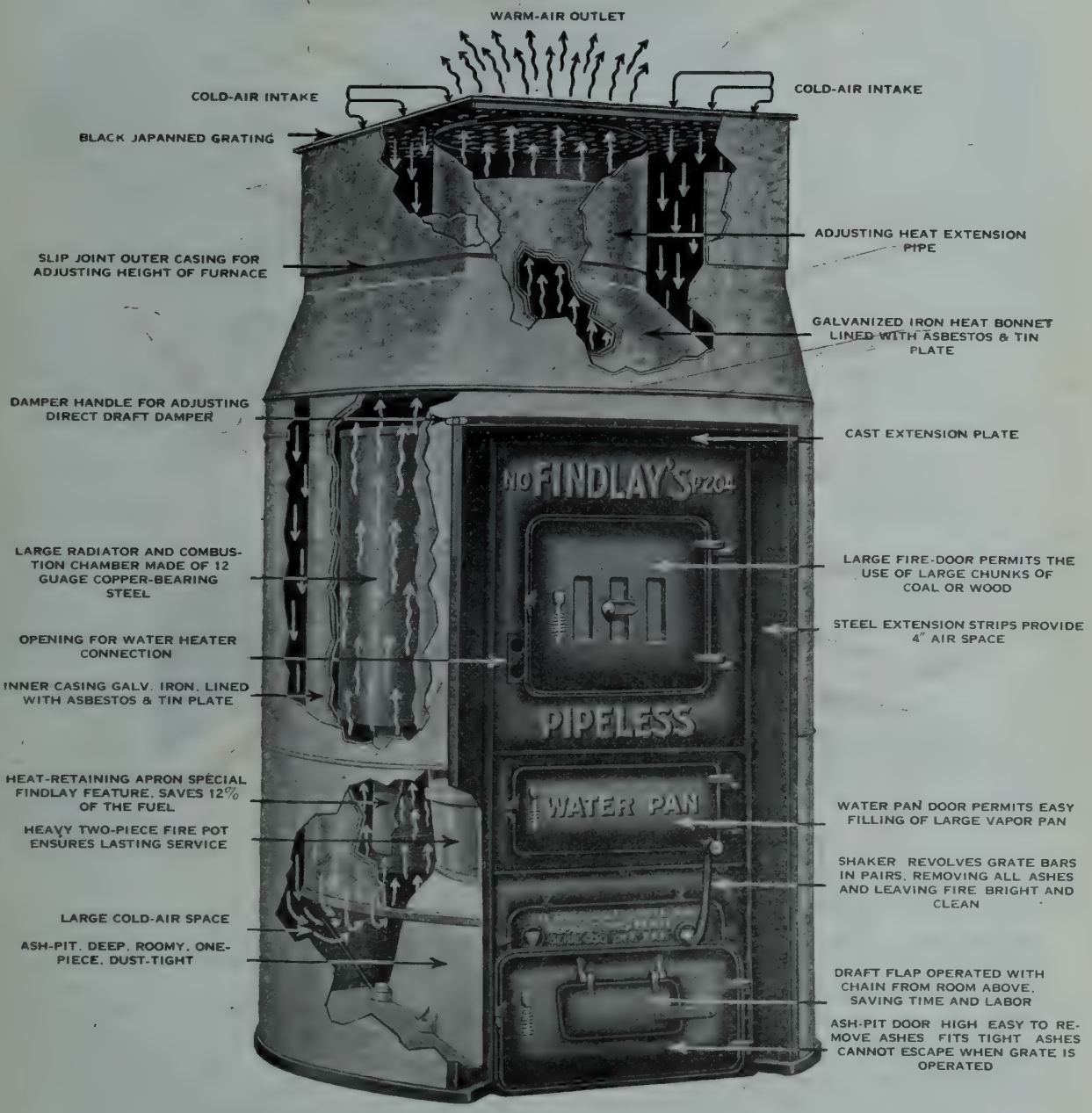
REVILLON WHOLESALE LIMITED, Edmonton, Alta., Wholesale Agents for Alberta

If interested tear out this page and place with letters to be answered.

THE LEADER in the PIPELESS FIELD

The Pipeless system wins out in spite of prejudice and opposition. It meets a real need. It heats the whole house comfortably, cleanly, economically and dependably from one register. Saves 35% on fuel. Can be installed in one day.

The FINDLAY PIPELESS is dominating the "Single Register" heating field because it possesses unequalled heating efficiency and fuel economy.

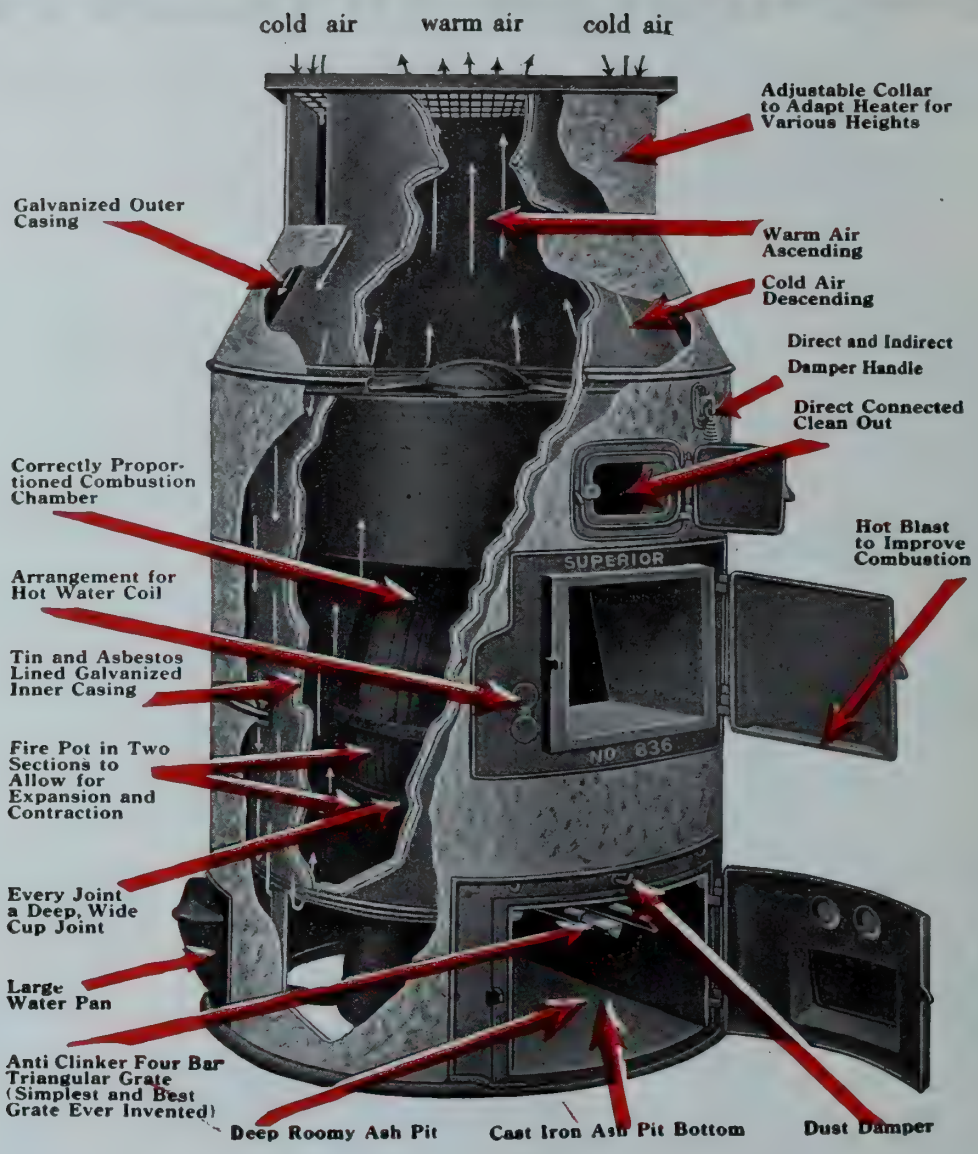


Write at once for our proposition and get your share of the business.
Our new "Comfort & Economy" Folder will interest you.

FINDLAY BROS. CO., LIMITED
CARLETON PLACE, ONT.

Alberta Distributors: REVILLON WHOLESALE LIMITED, EDMONTON, ALBERTA

If interested, tear out this page and keep with letters to be answered.



Pilot Superior Pipeless

burns hard and soft coal, coke, wood, or natural gas. The construction with inner and outer casings and asbestos linings keeps cold out and heat in. Unsatisfactory furnace installations are no longer excusable since the Pilot came. Easy and inexpensive to install, only one opening to be cut in floor; no network of pipes. This dependable furnace takes the cold air from the house—not the cellar—keeping fresh, warm air circulating, a guarantee against colds and coughs, keeps the floors warm for children's play and the cellar cool for storage. The house is heated throughout with abundance of heat, saving 25 per cent. on fuel bill. The most sanitary and up-to-date heating system on the market. A very profitable line for the dealer.

The Hall-Zryd Foundry

Winnipeg

Saves Fuel

See our Display at the Toronto Exhibition

A Hearty Welcome to All

TRADE FiReCo MARK REG.

Ranges and Heaters
Will Better Your Fall Trade

because customers recognize in Fireco ranges and heaters the latest up-to-date stove construction. No other stoves on the market have the Fireco principle. Dealers are finding them creaters of sales and business.

Fireco saves fuel because it conserves heat; makes combustion complete; prevents flues being filled with soot; gives absolute control of the fire and no gas can escape from the range; it requires 50 per cent. less labor to operate with 50 per cent. less ashes to struggle with and it gives its delighted owners 100 per cent. more cooking and heating satisfaction.

Your customers will welcome with open pocket books, this combination of efficiency, economy, sanitation and simplicity.

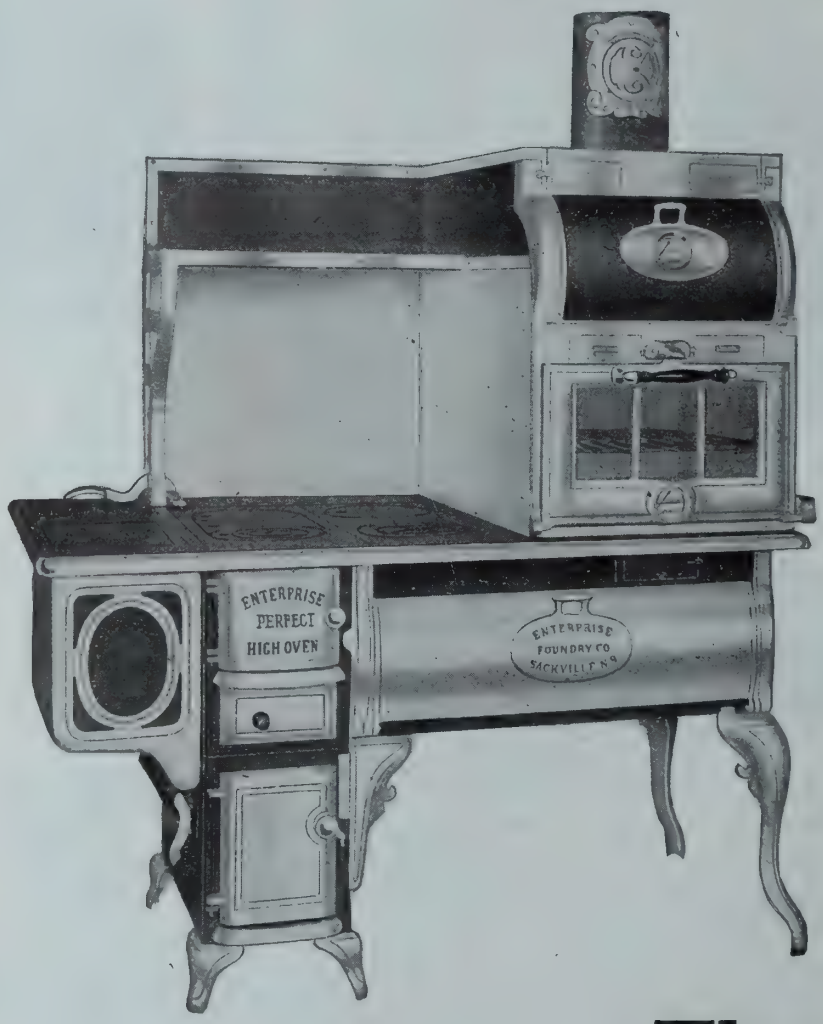
We will demonstrate this sales-making range in your store—then you can "talk it" with first hand knowledge.

Company Limited, Hespeler

Vancouver

ENTER

Like many new departures, the high oven range when first put on the market met with much doubt and some ridicule. But its merits could not long remain unappreciated and its worth was soon proven. Only about five years has it been in existence but during that short period has scored a distinct success and each day sees increased demand.



The Enterprise "PERFECT" *DOUBLE High Oven Range*

has **two** large 20" ovens. Not merely one oven and a warming closet but **two big fine ovens** for baking and roasting and both equally good. There is a roomy warming oven besides. The special flue construction ensures perfect satisfaction with all fuels. Finished in spotless white enamel and lustrous nickel it is truly a range "de luxe." The name Enterprise which it bears is its guarantee of quality and efficiency.

Write for booklet and full information.

The Enterprise

HEAD OFFICE AND

Manufacturers of High Grade Stoves,

Western

For Stoves

J. H. Ashdown Hardware Co., Ltd.,

Winnipeg Saskatoon Calgary

O-Rib-O Mfg. Co.,

If interested, tear out this page and keep with letters to be answered.

PRISE

"Furnace heat for every home." That's what the Enterprise Blazer Pipeless Furnace makes possible by means of its simplicity and reasonable cost. Think of the wide-open market—almost every householder a prospect. Mr. Furnace Dealer, the pushing by you of this tested furnace will result in a remarkable increase in your furnace business and bring excellent profits.

The Enterprise "BLAZER" *PIPELESS* *Furnace*

distributes pure, warm, healthful air to every nook and corner of the house. It costs less to operate and produces a greater volume of heat considering the fuel consumed than any other system of heating. Owing to the novel triple casing and special double cast iron casing rings, the installation of this furnace is made doubly easy. It is made in three sizes and with either cast iron or steel radiator.

Write to-day for literature and full information

Foundry Co., Ltd.

FACTORY, SACKVILLE, N.B.

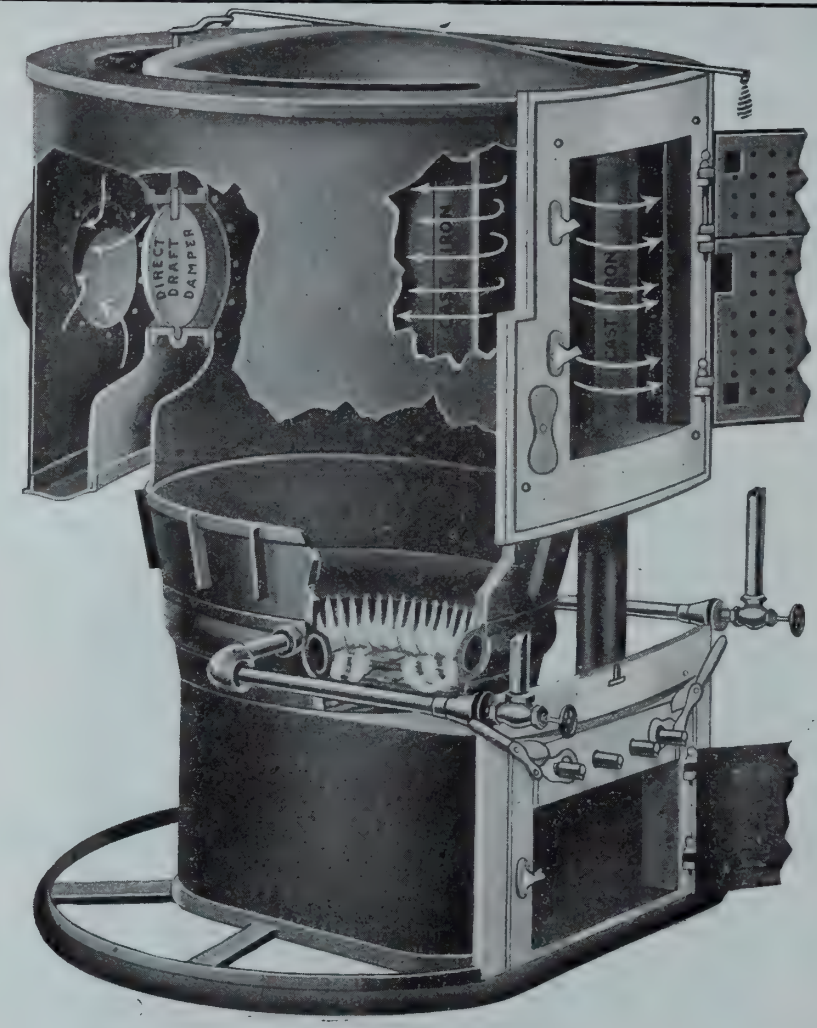
Ranges, Furnaces and Fireplace Fittings

Distributors

Winnipeg—For Furnaces

For all Lines
W. T. McArthur & Co.
Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.



The Empire King Furnace

A fast selling line, and a good profit-maker, at a very moderate price. Burns coal, coke, wood or gas. Made in 4 sizes, Nos. 200, 300, 400, and 500. Write for catalogue and prices.

Empire Quebec

We make a complete line of Quebecs, and below are some of the sizes:
No. 30, No. 40, No. 50, No. 60 with revolving grates.
No. 122, No. 133, No. 144, No. 155, No. 166, without grates.
No. 2—30, No. 2—40, sqr. 2 hole top, with grates.
No. 2—13, No. 2—14, sqr. 2 hole top, without grates.
No. 8—40, with oven, 4 hole top, with grates.
No. 8—14, with oven, 4 hole top, without grates.

Branch Office:
521 Henry Avenne
Winnipeg, Man.

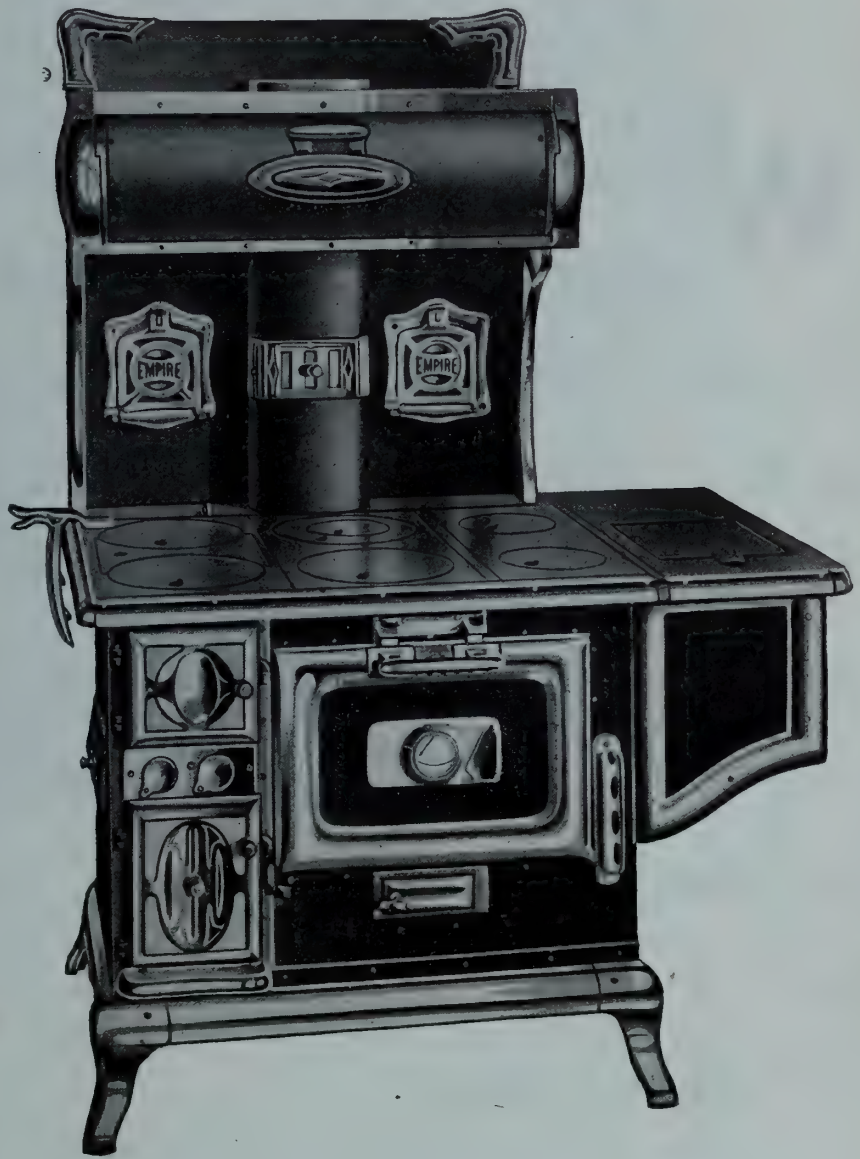
Empire Stove and

Head Office and
OWEN SOUND,

If interested, tear out this page and keep with letters to be answered.

Empire Anzac

The Empire Anzac, one of the famous Empire line, has been built to meet the requirements of the modern, up-to-the-minute housewife who wishes to secure a first-class, high quality range at a moderate price. The Anzac is the most up-to-date Steel Range on the market. It is equipped with an 18 in. oven, and four 9 in. and two 6 in. covers. An all year range for town or country trade. We can supply waterfront. Write for catalogue and prices.



Canadian Money
Canadian Made,
Should stay in Canada
for Canadian Trade.

Furnace Company, Limited

Foundries

Ontario

Agents:
Montreal Supply Co.
16 Craig Street W.
Montreal, P.Q.

If interested, tear out this page and keep with letters to be answered.

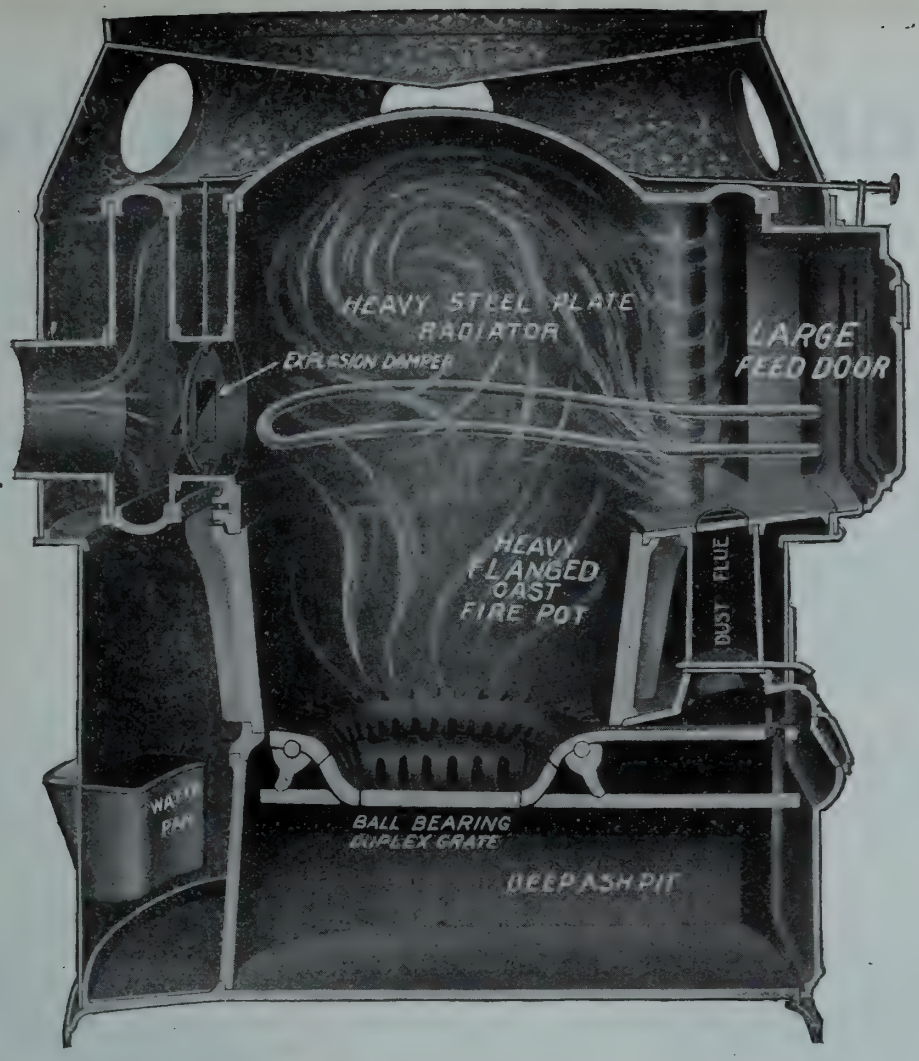
WE are taking this opportunity of inviting all our old friends, and any of our new friends who may be in the city at the time, to visit us at our exhibit at the C. N. E. It is certain that you will be interested in our lines of stoves and ranges which we will have on display, including some of our new lines. We trust that you will take this opportunity of meeting us.

THE GURNEY FOUNDRY CO. Limited

TORONTO, CANADA

Branches: MONTREAL WINNIPEG CALGARY VANCOUVER

If interested, tear out this page and keep with letters to be answered.



THE NEW IDEA
WARM AIR FURNACE

Fully Guaranteed **Burns Coal or Wood**

This Furnace is made with a one-piece, heavy flanged cast Fire Pot, which is guaranteed for five years, and ball-bearing duplex Grate. Will give more heat, with less Coal, than any other make of Furnace. You will have no difficulty selling The New Idea, as it has been giving **more** than satisfactory service for seventy-five years.

If you are interested in handling this Furnace in your town, write us at once for our attractive agency proposition.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:

MR. W. CHESTER
Hamilton St., Vancouver, B.C.

MR. F. C. MOORE
143½ Higgins Ave., Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

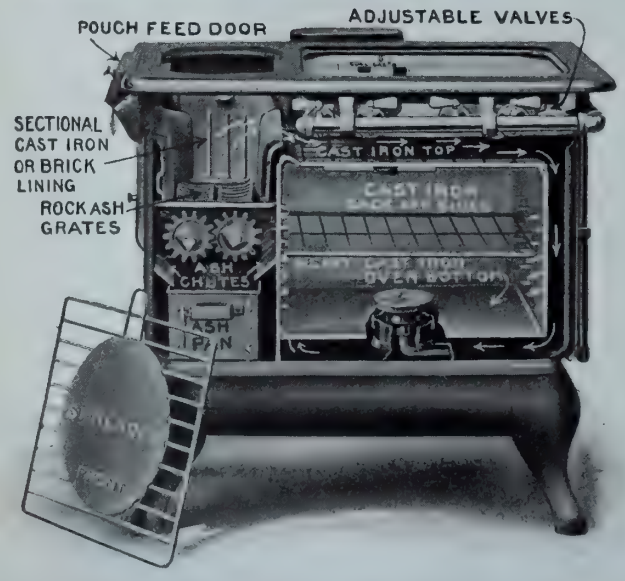
"Dinner served on time"

Just another reason why your customers will prefer the

Banner
Combination
Range

SPECIAL FEATURES:

1. Simple in operation.
2. Single oven for gas, coal or wood.
3. Removable top burners.
4. Visible oven burners.
5. Four gas griddles; two coal griddles.
6. Has nothing to get out of order.
7. Made in enough styles to suit a varied demand.
8. Burns either gas or coal economically.



WE don't just like to use that good, overworked word "efficient," but if we were looking for something that would adequately describe the Banner Combination Range, that's the one we'd choose. For the Banner is efficient in the way it cooks. It is efficient in its simplicity of operation. It is efficient in its absence of intricate parts; and it is efficient in the manner in which it burns coal, wood or gas. Its square oven accurately proportioned to the firebox avoids waste of fuel and makes every unit of heat do its work in cooking or baking.

But what has all this to do with getting meals on time? Just this: Isn't it reasonable to suppose that any woman is more likely to be punctual with a Banner than with a range that requires "coaxing," "fussing with" or "fixing" before it gets started? We think so; and we believe your customer will, too, after you have demonstrated the Banner to her.

The Galt Stove & Furnace Co., Limited

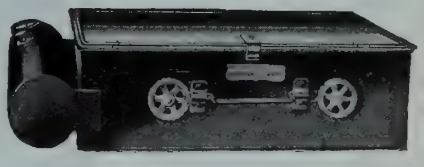
Galt, Ontario, Canada

If interested, tear out this page and keep with letters to be answered.

After All, There's Only One Best

Four Party Suitcase Outfit.

There are, of course, imitations, not only of the article, but of the name as well, but imitation, you know, is the sincerest flattery. And there's only one



Two Burner Kit closed, equipment packed inside.

KAMP KOOK KITS

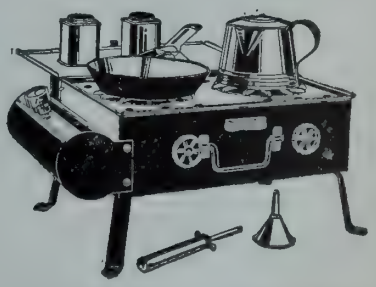
Furthermore, there's no other camp stove for which there is such a growing demand. No other camp stove has such a strong advertising campaign behind it.

The Auto-Kamp-Kook-Kit literally sells itself once it is displayed. It fills a long felt want and motorists are quick to see its value. This is a specialty that will net exceptional profits with quick turnovers. We have an interesting proposition for live dealers. Write or wire to-day.

One Burner Kit open.

Prentiss-Wabers Stove Company
55 Spring Street
Grand Rapids, Wisconsin, U.S.A.

Eastern Canadian Distributors:
Starke & Seybold Ltd., Montreal, Canada.
Western Canadian Distributors:
Wood, Vallance & Adams Ltd., Calgary, Canada.



Two Burner Kit open, showing equipment. Top folds back for warming plate.

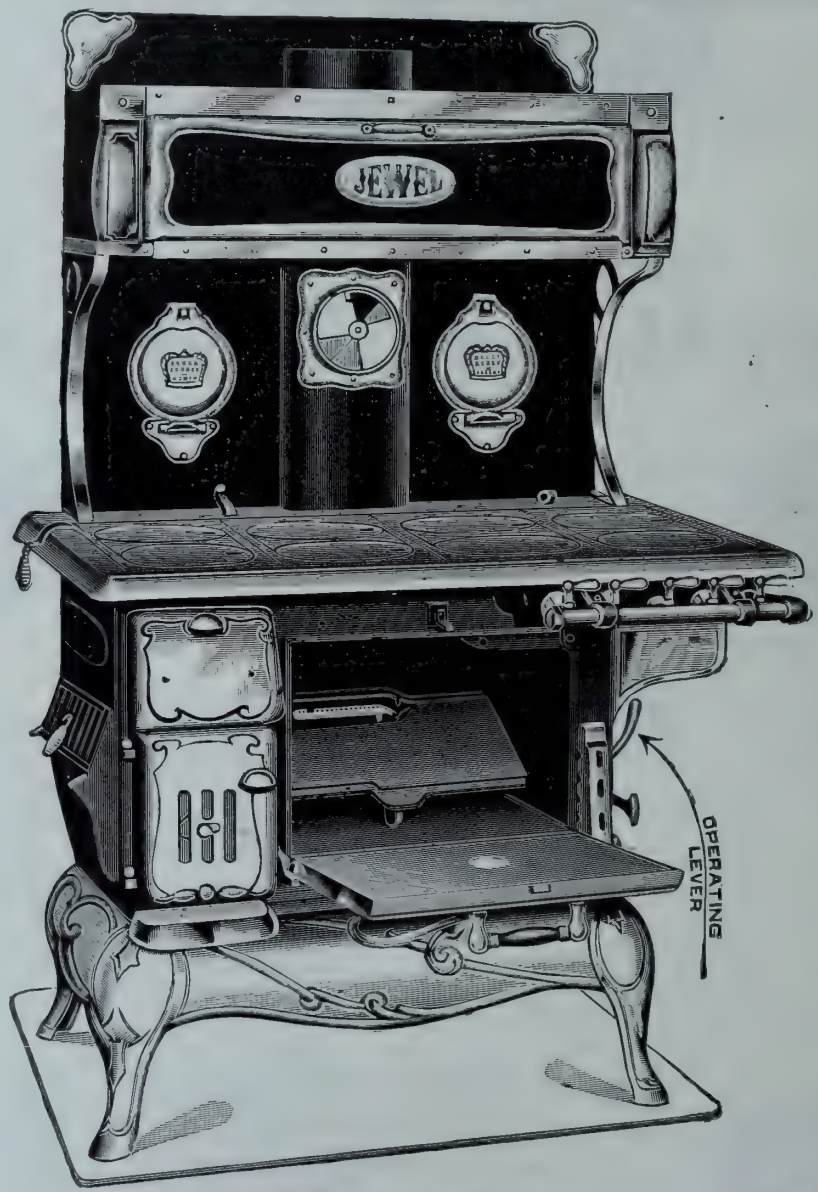
If interested, tear out this page and keep with letters to be answered.

SEE US AT

The Triplex Jewel Combination Range

Burns Hard or Soft Coal or Wood, Natural or Manufactured Gas

You will, no doubt, attend the Canadian National Exhibition at Toronto, to be held August 28, which promises to be "the best ever." You cannot afford to miss seeing our exhibit of stoves and scales. It will be not only a display of attractive design, but informative as well.



The Triplex Jewel is the last word in "Combination Ranges." In it are embodied all the latest and most modern features yet known to stove makers. No other combination range is so well equipped, and none so attractive in appearance and neat in design.

The Burrow, Stewart &

HEAD OFFICE AND

Branch Offices

Montreal, John R. Anderson, 36 St. Dizier St.; Toronto, 48

If interested, tear out this page and keep with letters to be answered.

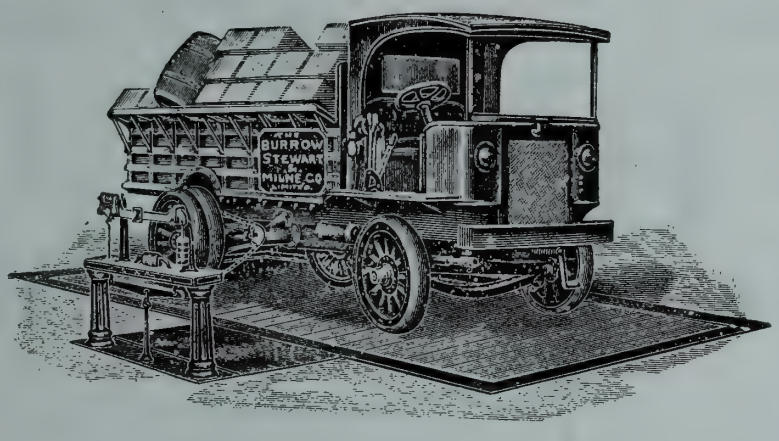
THE EXHIBITION

Imperial Standard and Champion Jewel Scales of the Better Line

We make Scales of capacities ranging from ¼ ounce to 150 tons.

Unlimited styles and designs.

Letter Scales.
Parcel Scales.
Chemists' Scales.
Counter Scales.
Platform Scales.
Warehouse Scales.
Abattoir Scales.
Express Office and Railway Depot Scales.
Grain Elevator Hopper and Dump Scales.
Wagon Scales.
Stock Scales.
Railway Track Scales.



Our line of Scales are used by all Railways operating in the Dominion, by most Express and other transportation companies, by the leading abattoirs and packing houses, by a large percentage of the municipalities, the leading Creameries and Cheese Factories, Western Canada Grain Elevator Companies, Farmers, Coal Dealers, Manufacturers of all kinds, Merchants of all kinds, and by thousands of housewives.

We have recently equipped the Post Offices throughout the Dominion of Canada with Parcel Post Scales.

We Make Them

We call your attention particularly to the fact that every Scale which we offer for sale and every Scale that bears our name is **Our** manufacture.

We do not only assemble—we do not buy our castings from others and depend upon their goodness to supply the proper materials—we do not buy any parts entering into the manufacture of our line—**we make them** and by so doing we know absolutely the grades of material used, the class of workmanship and all things which we should know to be able to offer you our line of Scales as the **best** and under the fullest guarantee.

For more than **Half a Century** we have been making and putting on the market the largest and most complete line of the highest grade and most accurate weighing machines obtainable.

The **Imperial Standard** and **Champion Jewel** Scales of our manufacture are known and used from Coast to Coast, and are sold by all the leading jobbing houses throughout the Dominion. The unbounded success with which they have met in these many years is due entirely to their superior working qualities, their durable construction and neatness in design.

The modern method of manufacture, the employment of none but skilled mechanics and the use of only the highest grade materials enables us to state without hesitancy that our line of Scales are not only unsurpassed, but **unequalled.**

No orders too large for our capacity. None too small for our most careful attention. Write us for prices and compare them with others.

Milne Company, Ltd.

WORKS, HAMILTON, CANADA

and Warerooms:

and 50 Lombard St.; Winnipeg, 130 James Avenue

If interested, tear out this page and keep with letters to be answered.

The Greatest Selling Arguments in the Furnace World:

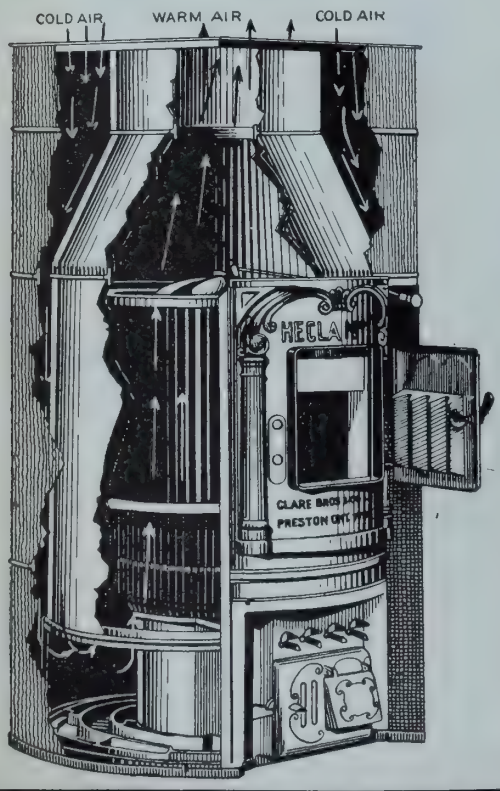
Better Heating Satisfaction with Less Fuel

That's the Record of the

HECLA

PIPELESS FURNACE

Get in early. Establish yourself as the Hecla Pipeless dealer. You will find us ready to co-operate with you—to help you advertise—to keep you selling. Make this your biggest furnace year. Let us show you how.



IN selling your customers a Hecla Pipeless Furnace you sell them a heating system that can be installed in one day. That saves expense as well as time in installing. That does away with the need for tearing up floors and mutilating walls, ceilings and partitions. That makes the air in every room as cosy, comfortable, healthful and warm as a June day!

A heating system that does all these things more satisfactorily and with a saving in fuel over other furnaces!

Pipeless Idea Taking Firm Hold

The pipeless idea is the biggest success that has been registered in the furnace business in years. 60 per cent. of the furnace business in the United States is pipeless business. It will take as firm a hold in Canada. Already hundreds of Hecla Pipeless Furnaces are giving 100 per cent. satisfaction. Hecla Pipeless Furnaces open up wonderful selling fields. Reap your share of the harvest of sales which will come.

Owners Are Enthusiastic!

J. G. Karn, Woodstock, Ont., says: "Your No. 122 Pipeless Furnace installed in my store is giving perfect satisfaction. It saves coal and also room in my cellar."

Luke Bros., Oshawa, Ont.: "We desire to inform you how much pleased we are with the new Pipeless Furnace installed in our premises this winter. We find it particularly good as regards the coolness of our cellar, even when the fires are very heavy."

J. E. Johnston, Fort Erie, Ont.: "The downstairs we have no difficulty in keeping at 76 degrees Fahrenheit—upstairs is 4 or 5 degrees cooler."

Louis Weber, Zurich, Ont.: "My cellar is as cool as if it never had a furnace. I can heat my house up to 75 degrees in the coldest days."

If interested, tear out this page and keep with letters to be answered.

The Most Popular Range To-day

High Oven Does Away with Stooping Saves Hours of Housework

The Range You Should Sell—

CLARE BROS.

LIGHTER DAY RANGE

CLARE BROS.' Lighter Day Ranges sell easily because they are **modern.** They clean easily—for they are finished with porcelain-enamel panels. They have **plain** nickel parts—and polished tops. They are easy to "fire up" and "shake down." Grates work smoothly—without sticking—without buckling—without loss of coal.

In the Lighter Day Range, the oven has been brought up to standing height. It does away with all tiresome stooping. It is so important to women that it is sweeping aside all the sentiment they held for their favorite ranges.

The Clare Bros. Line of Ranges is Complete.

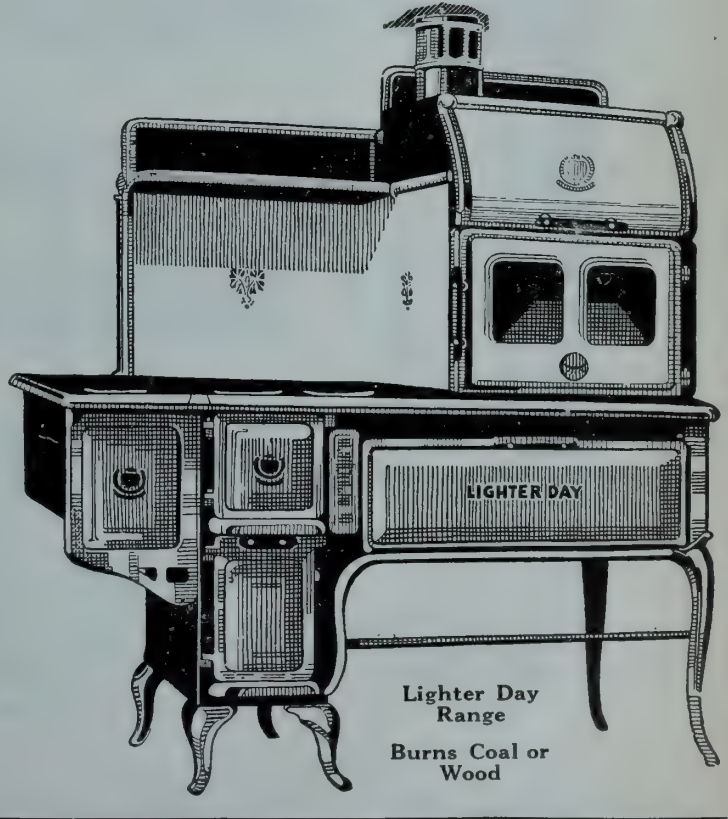
There is a modern Clare Bros. Range in the exact size any customer will want, and with whatever equipment she desires. They can be supplied with Warming Closets, Hot Water Reservoirs or Hot Water Connections for the boiler.

Clare Bros. & Co. Limited

Preston, Ontario

Winnipeg, Saskatoon, Calgary, Edmonton, Vancouver

Get acquainted with this proposition as well as the Hecla Pipeless Furnace. Let us show you how Clare Bros. Dealers are doing big business winter and summer—what Clare Bros. co-operation means.



Lighter Day Range

Burns Coal or Wood

If interested, tear out this page and keep with letters to be answered.

SINCE 1861

PEDLAR'S "PERFECT" SHEET-METAL PRODUCTS

SINCE 1861

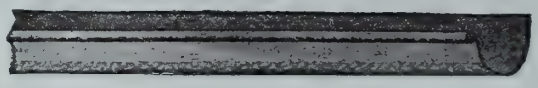
We are headquarters for

EAVESTROUGH CONDUCTOR PIPE AND FITTINGS

You are sure of quality when you buy any Pedlar Product.

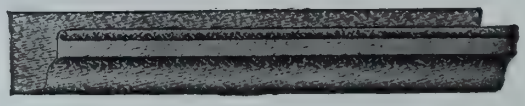
Pedlar-made Eavestrough, Conductor Pipe and Fittings are made in a factory that is one of the largest and best equipped plants of its kind in the British Empire.

We supply these goods in all standard sizes and shapes, either in galvanized steel or the celebrated anti-corrosive Toncan Metal.



No. 830—Lap Joint Half-Round Eave Trough

No. 831—Ogee Square Bead Eave Trough



No. 847—Ogee Round Bead Eave Trough

No. 890—Slip Joint Half-Round Eave Trough. Single Bea.

Many other staple lines for the building trades wl ich should be sold in your store.
Write for Reference Book H.M

The Pedlar People Limited

(Established 1861)

Executive Office and Factories: Oshawa, Ont.

Branches at Montreal, Quebec, Halifax, St. John, Ottawa, Toronto, Winnipeg, Vancouver

If interested, tear out this page and

Coal or Wood

The Tropic Ranges embody Service, Quality and Confidence. They are modern in construction having detachable and interchangeable reservoirs and parts.

Warranted for Cooking, Heating and Economy.

WRITE FOR CATALOGUE

Adam Hall Limited

Peterborough, Ontario

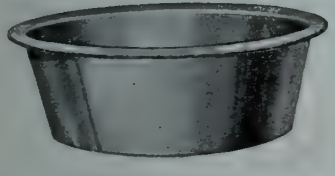
"Duro" Aluminum Ware

REGISTERED

MOST DURABLE

W D S & Co. DURO ALUMINUM

TRADE-MARK
MADE IN CANADA



PUDDING PAN
Full Depth.

The many exclusive features of
"DURO"
Aluminum Ware
Make Quick Sales

LIPPED PRESERVING KETTLES
Full Depth

HANDY KITCHEN BOWLS

AN ASSORTED LINE NOW READY FOR SHIPMENT

Manufactured by **W. D. SHAMBROOK & CO.,** Hamilton, Ont.

Representatives: L. T. WALLS SALES LTD., WINNIPEG — A. T. CHAMBERS, VANCOUVER — RUPERT M. WATSON, MONTREAL — ARMSTRONG & PATTERSON, ST. JOHN, N.B.

If interested, tear out this page and keep with letters to be answered.

Slater & Barnard, Ltd SB *Hamilton, Ontario.*
QUALITY HARDWARE

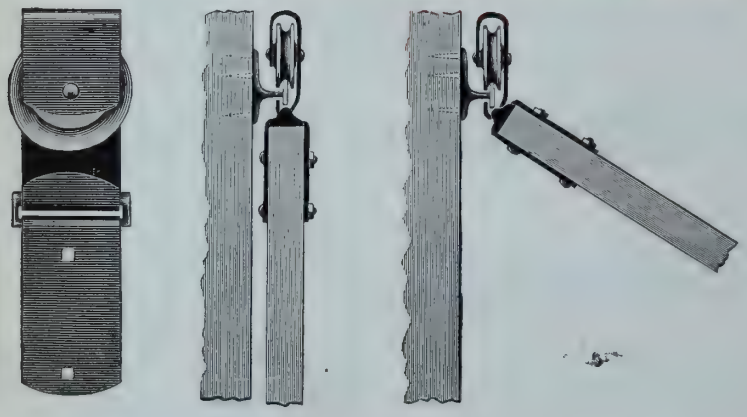
Hardware Dealers Everywhere Are Adding to Their Profits By Selling DOOR HANGERS AND TRACK

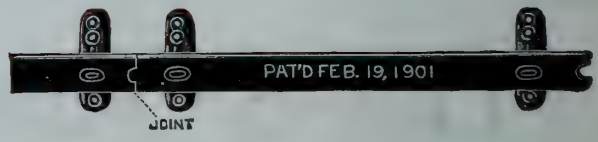
We make all styles of Barn Door Hangers.

ONE SALE — MEANS — MANY SALES

Ask for a copy of our Catalogue showing our complete line.
Any Hardware clerk can have a copy for the asking.

FLAT TRACK HANGERS





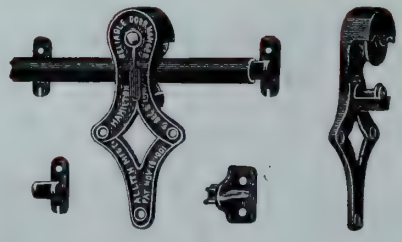
No. 60 Flat Track

Made in 4, 6, 8, and 10 ft. lengths.

No. 42 Hanger and No. 60 Track are the best that can be bought in a Flat Track Hanger.

ROUND TRACK HANGERS

RELIABLE by name.
RELIABLE in operation
in fact
always **"RELIABLE"**



Reliable Hangers are made in three sizes, No's 1, 2, 3. The only Round Track Hanger on the market with upper and lower roller to keep Hanger from jumping the Track.

SLATER & BARNARD, LIMITED
HAMILTON, ONTARIO

Representatives: **T. Mortimer & Co., Toronto** **H. E. O. Bull, Montreal, Que.**

Slater & Barnard, Ltd SB *Hamilton, Ontario.*

QUALITY HARDWARE

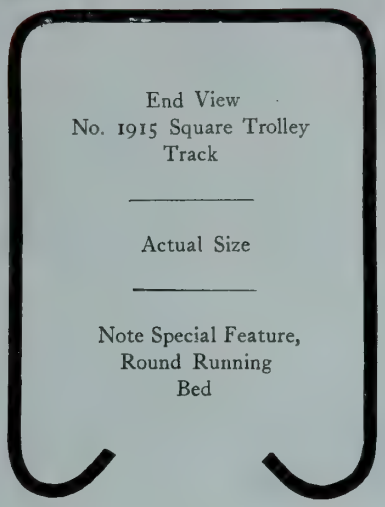
SQUARE TROLLEY HANGERS

No. 1922 Single Track Square Trolley Hanger.

High Grade Steel

Roller Bearings

Pressed Steel Wheels

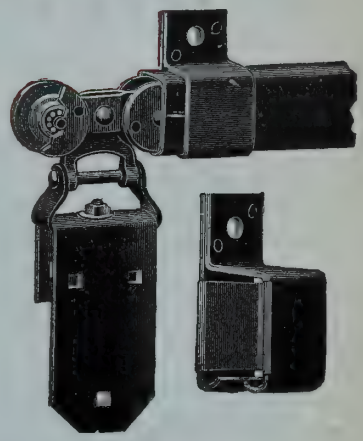


End View
No. 1915 Square Trolley Track

Actual Size

Note Special Feature, Round Running Bed

No. 1915 Track supplied in 4, 6, 8 and 10 ft. lengths.



No. 1914 Hanger with 1915 Track and Bracket

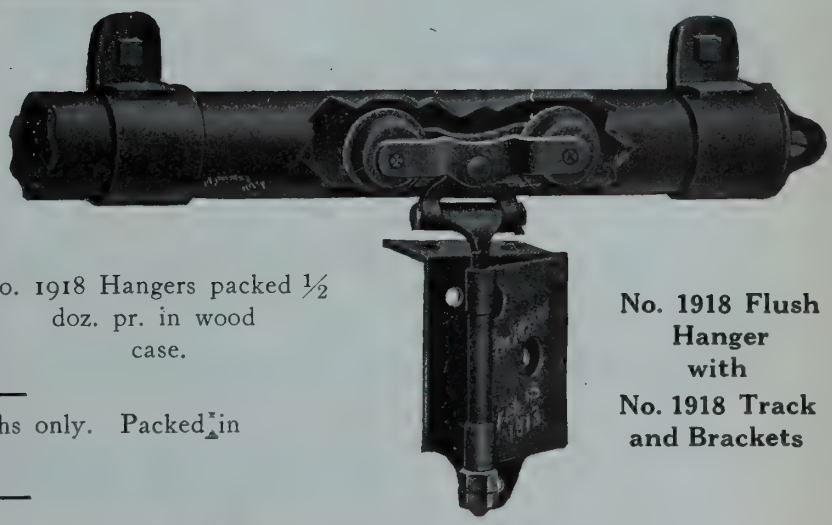
Both of these Hangers are for use in No. 1915 Track.

ROUND TROLLEY HANGERS

No. 1917 Hanger with No. 1918 Track and Brackets

No. 1917 Hangers packed ½ or 1 doz. pr. in wood case.

The only self-cleaning Track on the market which will not hold dust or water.



No. 1918 Hangers packed ½ doz. pr. in wood case.

No. 1918 Flush Hanger with No. 1918 Track and Brackets

No. 1918 Track supplied in 3 ft. lengths only. Packed in 48' and 60' crates.

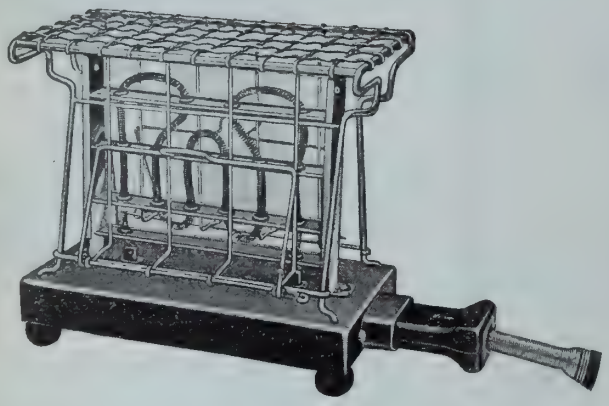
SLATER & BARNARD, LIMITED

HAMILTON, ONTARIO

Representatives: **N. J. Dinnen, Winnipeg, Man.** **A. T. Chambers, Vancouver, B.C.**

TWO NEW LEADERS

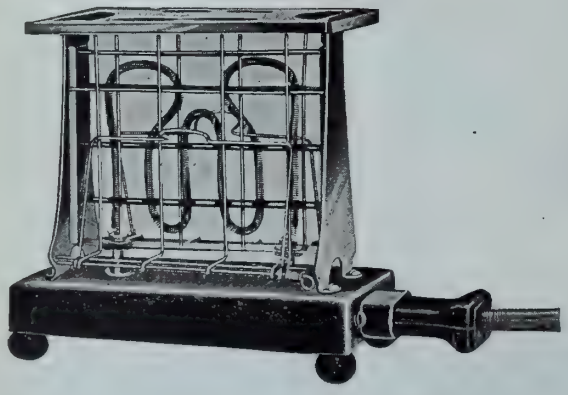
A New Idea in Construction



Catalogue W600, $5.00

Catalogue W600—A wire-constructed upright toaster mounted on enameled base. Well designed, light but rugged; has pleasing appearance and well finished.

This design allows us to place on the market a toaster much below the prices now asked. A toaster more efficient, heats quickly, toasts evenly two pieces of bread at same time. Equipped with toast holder and regular attachment cord.



Catalogue N610, $6.50

Catalogue N610 is a sheet metal toaster of new design mounted on enameled base, with very pleasing appearance. It will appeal particularly to the purchaser of a toaster as a present which can be used in the most particular homes.

The helical form of heater allows of all heat to be used. The glowing coils are a feature that must be seen to be appreciated. Heating element is easily replaced by removing two screws.

The contrast of black enameled base and highly polished nickel body is very dainty.

To be seen at the Toronto Exhibition at our booth in Machinery Hall.

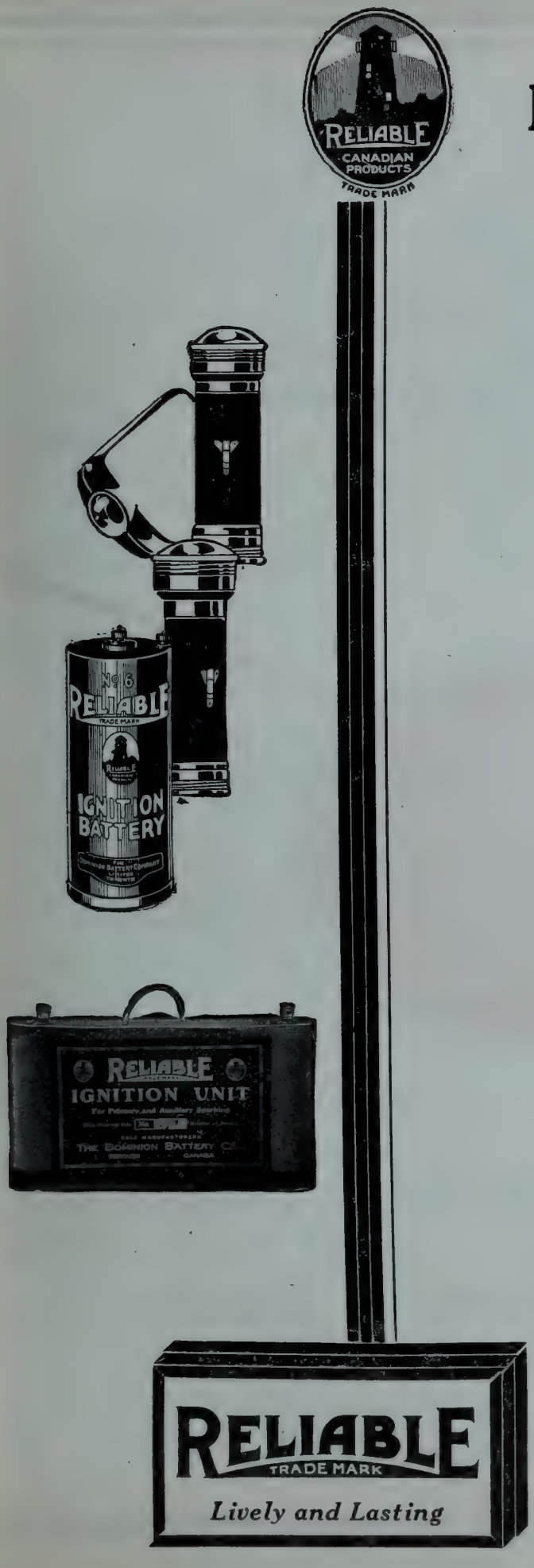
MADE IN CANADA

by the

CLEMENS ELECTRICAL CORPORATION LIMITED

HAMILTON, ONTARIO

If interested, tear out this page and keep with letters to be answered.



Do Batteries Ever Sell Themselves?

Reliable Batteries do. That's what dealers claim to be the greatest feature of Reliable Flashlights and Batteries.

Most customers rely on the dealer's recommendation when purchasing their first battery.

But it's the second and succeeding purchases that count. Here's where Reliable sells itself and saves dealers' time and energy.

A customer once having used Reliable will always ask for Reliable because THAT BIG BRASS CAP (a special feature of Reliable Ignition Batteries) concentrates all the energy into fast, hot, flashing sparks that never fail in their purpose. Perfect satisfaction is always assured because every Reliable Battery is tested 3 times before reaching the customer.

You will find it profitable to feature the entire Reliable line of flashlights, Flashlight Batteries, Ignition Units and Ignition Batteries. What applies to one of them applies to all. Reliable batteries DO sell themselves.

The Dominion Battery Co., Limited

736 Dundas St., East

TORONTO CANADA

Let Us Introduce—

A Godsend to Housewives

A Gold Mine to Dealers

Our Motto—"Efficient Service"

With your first shipment we will send you some attractive window transfers to identify your store as "Miss Simplicity" Headquarters. How soon may we send yours?

Dealers handling "Miss Simplicity" can have a supply of attractive 4-color folders imprinted with their name and address. Tell us how many you can use to advantage.

Welcome In Every Home

RIGHT there is your opportunity. Housewives are realizing to-day as never before the wonderful advantages of electrical appliances in the home. That is why you should handle Miss Simplicity of Canada. It is just what housewives are longing for.

Of course, we are enthusiastic about Miss Simplicity. So would you be. And so you **will** be as soon as you know all about this electric washing machine and the terms we offer you.

Miss Simplicity is a boon in the home. It actually does the work it is intended to do—dollies out the dirt, relieves the housewife from the back-aching drudgery of the scrub board and gives more time for other duties while the work is going on. Miss Simplicity means cleaner clothes, more leisure time and happier, pleasanter homes.

Miss Simplicity means real money to dealers, just as much as it means greater happiness and freedom for the housewife. Miss Simplicity sells at an attractive price and there is a good dealer margin.

And back of Miss Simplicity is our unconditional guarantee. Why not write now for our dealer proposition?

Immediate Shipment Guaranteed

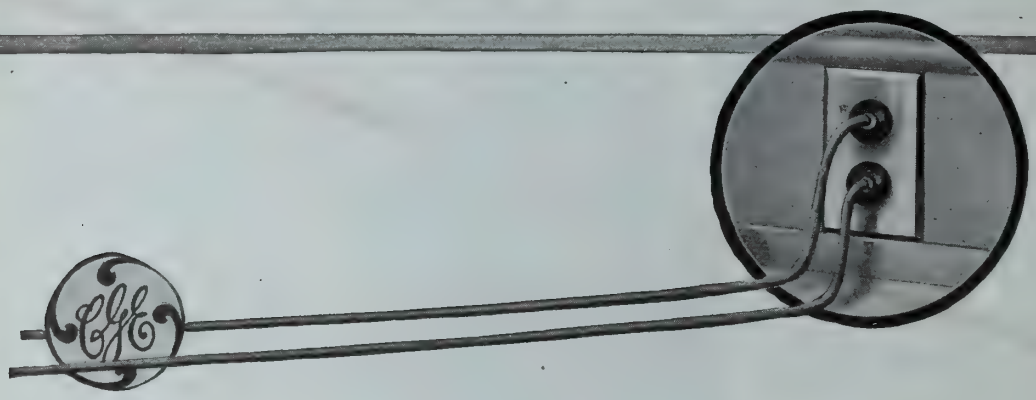
W. A. KRIBS COMPANY LIMITED

Hespeler, Ontario

Western Distributors:
Great West Electric Co. Limited, Winnipeg.

If interested, tear out this page and keep with letters to be answered.

To appreciate the full convenience of Electricity, it is essential to have plenty of suitable outlets.



Added Convenience

An Electrical installation is not complete, or even adequate, unless provision is made for connecting portables such as:

Electric Fans,
Heating Devices,
Desk or Table Lamps,
Small Motor Driven Appliances, etc.

Plenty of C. G. E. Baseboard and Wall receptacles are necessary for convenience, and prove an economy in the long run.

Canadian General Electric Company, Limited

Head Office: - TORONTO

Branch Offices: Montreal, Sherbrooke, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria

If interested, tear out this page and keep with letters to be answered.

Once introduce a reliable electrical appliance into the home, and it is a certain forerunner of others.

The Premier ELECTRIC CLEANER

The Premier Electric Vacuum Cleaner was perfected in every detail before it was offered to the consumer. It has been tested for service. We have proven by every possible test, that it would live up to every requirement.

Our National advertising campaign in the leading publications, will stimulate the desire for a Premier Vacuum Cleaner, in the minds of thousands of women across the Dominion.

These advertisements pre-sell to the prospective customer and develop and make the Premier dealer's job an easy one.

Have you arranged with our nearest sales branch for the loan of one of the five panel Premier Window Trims, yet? The sales-getting value of these super-sales builders is immense.

Ask our nearest sales branch.

Canadian General Electric Company, Limited

Head Office: - TORONTO

Branch Offices: Montreal, Sherbrooke, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria

If interested, tear out this page and keep with letters to be answered.

Announcement of the new

If interested, tear out this page and keep with letters to be answered.

Thor Electric Washer "32"

IN presenting *The New Thor 32* to hardware jobbers, dealers and users, we believe you will feel the same pride in this remarkably handsome and practical electric washing machine that we do in being its manufacturers and designers. This machine is the result of fourteen years of effort in developing and designing that which would appeal to the mechanical and artistic eye of jobber, dealer and user.

Ninety-eight per cent. of the machine is steel. It is equipped with a specially designed ball-bearing swinging wringer of our own manufacture. The interior body is of galvanized steel or copper, with either wooden or copper cylinder as desired. The entire machine is beautifully enameled in Thor gray.

The New Thor 32 is a reversing-cylinder type machine and will wash 10 sheets, which is 10 per cent. more than the No. 27 accommodates, though it takes up the same floor space and shipping space as the No. 25.

The New Thor 32 is now in production and we will be ready to make some deliveries September 1, 1920.

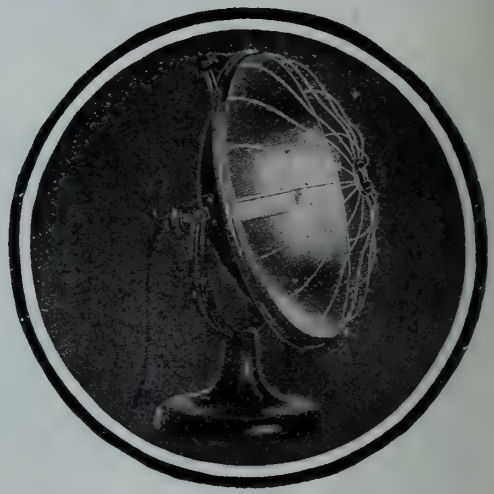
Neil C. Hurley

HURLEY MACHINE CO., LIMITED

NEW YORK *TORONTO* CHICAGO

If interested, tear out this page and keep with letters to be answered.

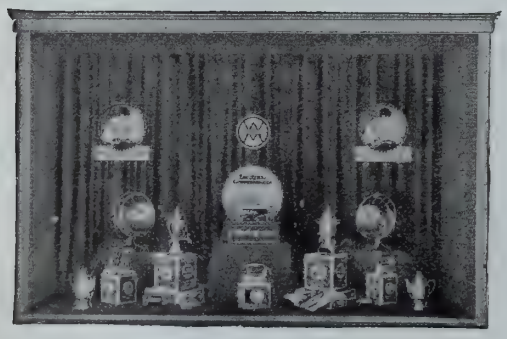
Westinghouse



Cozy-Glow Radiator should be ordered at once to insure early Fall delivery.

The Westinghouse Monoplane element Iron. It has proved itself.

The Toaster that turns the Toast.



Sample Westinghouse Window

Write for literature.

Made by

Canadian Westinghouse Company Ltd.

HAMILTON -- CANADA

TORONTO MONTREAL OTTAWA HALIFAX

If interested, tear out this page and keep with letters to be answered.

Westinghouse

NEW WESTINGHOUSE
TYPE M H ELECTRIC STOVE

Announcement

Is here made of the marketing of the new Type M H Westinghouse Electric Range—embracing advanced and exclusive features—the product of experience and engineering talent.

Made in Canada.

Write at once for detailed Catalogue.

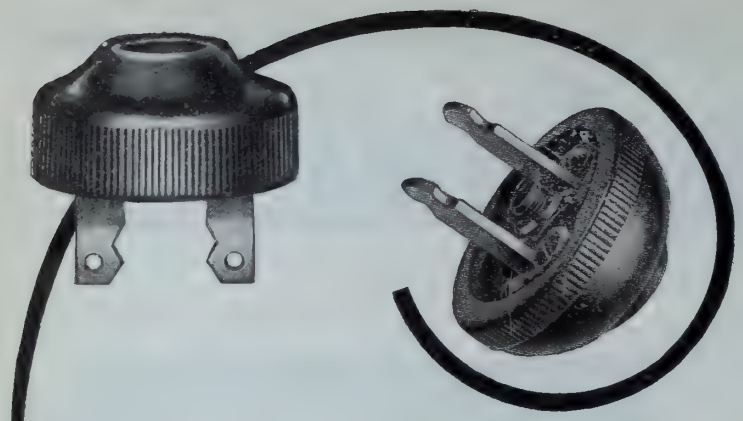
GENERAL OFFICES AND WORKS -- HAMILTON

Canadian Westinghouse Company Ltd.

HAMILTON -- CANADA

FT. WILLIAM EDMONTON VANCOUVER WINNIPEG CALGARY

If interested, tear out this page and keep with letters to be answered.



These are the Hubbell Plug Caps

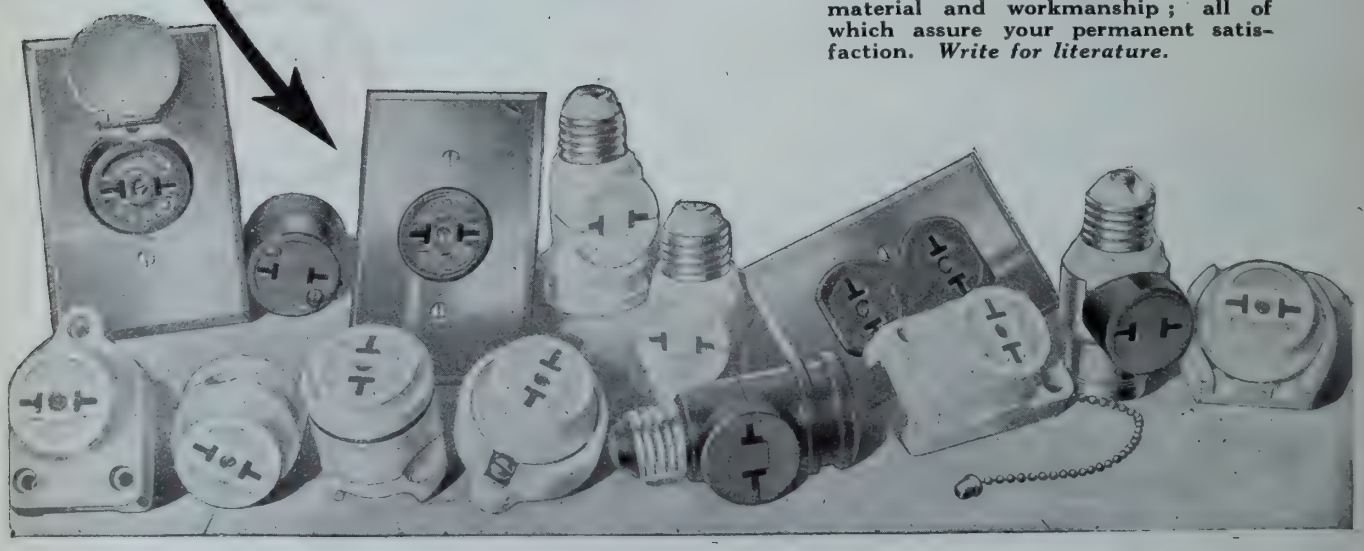
with standard "Tandem" or "Parallel" Blades

TANDEM BLADES: Here the two brass contact blades are "in line" or tandem, and may be pushed into any plug base or receptacle of *any* make having standard tandem slots.

PARALLEL BLADES: In this type of cap the contact blades are parallel. Also of standard size and spacing, they may be pushed into any plug base or receptacle of *any* make having standard parallel slots.

HUBBELL (PATENTED) T-SLOT: This is a combination of the standard parallel and tandem slots, and is a patented feature of all Hubbell Receptacles and Current Taps. Thus a Hubbell Receptacle or Current Tap will take both types of Hubbell and *any standard* plug cap of *any other make*, whether its blades are parallel or tandem.

This commonsense construction is ably reinforced by highest quality in material and workmanship; all of which assure your permanent satisfaction. *Write for literature.*



HARVEY HUBBELL COMPANY

OF CANADA LIMITED

ELECTRICAL SPECIALTIES

TORONTO CANADA

If interested, tear out this page and keep with letters to be answered.

CONDULETS

Type D

Type F

Type T

Type X

Condulets Insure Safe Connections

Your stock of electrical fittings is not complete without Condulets. Condulets mean safe, permanent electrical connections and are as important in small installations as in larger ones.

Send for Condulet Catalog. It gives complete information on Condulets with covers, fittings, and attachments that meet practically every demand.

A carefully selected assortment like those shown will find a ready market.

CROUSE-HINDS COMPANY
Of Canada, Limited
TORONTO, ONTARIO, CANADA

Condulets Panelboards
Knife Switches ● Floodlight
Guy Anchors

Type TM

Type DF

Type LU

Type LBL

Type LFM

Type FE

Type LFB

Type E

Type TL

Type LLB

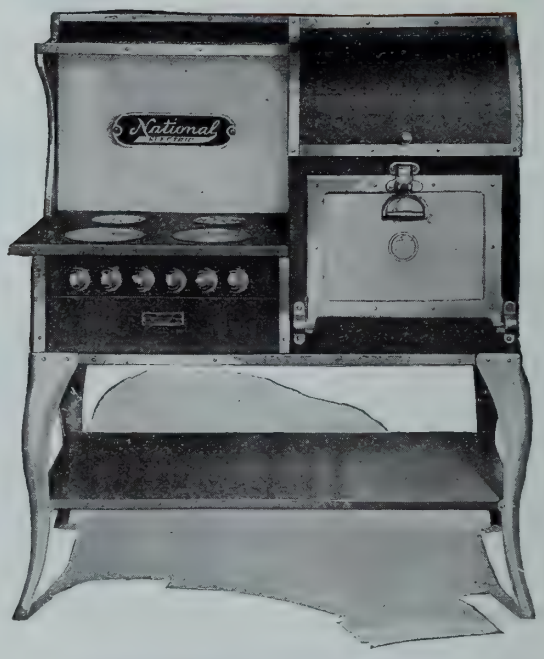
CROUSE-HINDS

If interested, tear out this page and keep with letters to be answered.

Toaster Stove Cat. No. 180

National ELECTRIC

Electric Appliances are an all-year staple. National Appliances are all-year sales-makers.



Model C6 Range

National Electric Appliances are built for service and they give it in the highest degree.

Why the National Line Sells

The National line of Electric Appliances is a quality line and sells on a quality basis. Electric appliances are used 365 days a year. New homes, etc., are opening every day, and the modern housewife demands the best in electric utensils. She buys these appliances with the National trademark of quality and service.

Cat .No. 106 Model "B" 6-lb. Iron

The National Electric Heating Co., Limited
Toronto: Canada

An Advertisement to Dealers in Electrical Goods

YEARS ago it was considered clever salesmanship and good business to "put it over" the inexperienced or ignorant customer—to get as much as possible for every article, regardless of its quality. This practice produced the motto "Caveat emptor" —or "Let the Buyer beware!"

How many merchants to-day would willingly adopt this system?

When such cases do occur in modern business, they usually result from lack of knowledge, or from a supposition of thus being able to sell the customer something "just as good" at a lower price. Few and far between are the cases where substitution is intentional and merely based on a better "margin"— for such a policy is almost universally known to spell commercial suicide. But substitution *does* exist to-day—hence, this advertisement. The definite instance that concerns us is this:

It is known that some dealers, particularly in certain sections, have been misled or persuaded into stocking imitations of the BENJAMIN Two-Way Plug, and are, in due course, passing these on to their customers.

Now, we do not seek to dictate to any man what he should or should not sell, but we do ask the trade to protect their own interests as well as the good name of BENJAMIN, by being careful not to sell a *foreign made* plug as a *BENJAMIN.*

Most of these cheap and imported plugs are *mechanically and electrically far below the recognized standard—are often dangerous to use,* and will very likely cause the dealer who sells them no end of trouble.

We feel sure you will realize, with us, how detrimental to *both* our interests it is should a customer obtain from your store a so-called "Two-Way Plug" *inferior* in quality, yet so closely *copied in appearance* from the Benjamin—that this customer actually believes he has obtained the genuine article.

Imagine his feeling towards us both when he discovers the inferiority of the plug he has bought!

Our advice to you is to beware of inferior "two-way plugs," examine them for yourself, note the mechanical differences between them and the BENJAMIN. Remember that each and every one of these is nothing more than an *imitation of the genuine, original Two-Way Plug invented by Benjamin.*

Furthermore, as some dealers have been known to prominently display a Benjamin sign near inferior products, we strongly advise the discarding of all Benjamin advertising cards, display cards, etc., if you are offering a foreign-made plug—don't let your patrons be deceived, either innocently or intentionally by such a practice as mentioned above.

It will pay you to buy and sell the genuine BENJAMIN "92" Two-Way Plug. It is proven mechanically and electrically perfect. It travels under its *own name on its own merits.* You are not dealing through a jobber with an unknown maker—where satisfaction is of no consequence and adjustments are impossible—but with a manufacturer whose name and reputation are behind every article produced.

BENJAMIN PRODUCTS

The following are divisions of Benjamin products on which we will be glad to send information:

Industrial Lighting Division
Electrical Division (including Benjamin Two-Way Plug)
Pressed Steel Products Division
Enameled Products Division
Starrett Panel Board Division

Insist on BENJAMIN products—Made in Canada by

THE BENJAMIN ELECTRIC MFG. CO. OF CANADA, Limited

Toronto and Montreal

BENJAMIN

If interested, tear out this page and keep with letters to be answered.

Eveready "Flashlight Battery" Month

The Eveready "Flashlight Battery" Advertising Campaign begins in August starting a battery sales boom which will last through September.

The first message will be sent broadcast through leading newspapers, and ads will follow thereafter through September and October. These ads will not only feature Eveready Tungsten Batteries but will give names and addresses of Eveready Dealers in cities and towns where fresh batteries may be bought.

Many thousands of flashlights are distributed through Canada. Many thousands of batteries will be required to keep these lights alive.

This means record-breaking turnovers all Autumn for this Eveready Tungsten Battery drive comes at the exact season when battery sales increase.

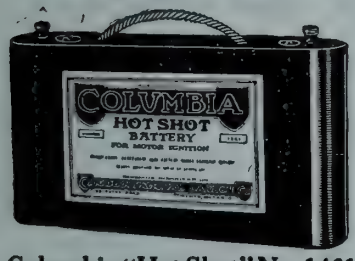
Special window material and sales helps are being sent to all Eveready Team Workers. Dealers who are not already enrolled in the great "Eveready Double Sales" list should send at once for the Battery Month material. It's the first big drive for renewal sales of flashlight batteries—a regular typhoon of profits.

CANADIAN NATIONAL
CARBON CO., LIMITED
Hillcrest Park
TORONTO

A-1-T

If interested tear out this page and place with letters to be answered.

—count your prospects for sales of Columbia "Hot Shot" No. 1461 by the number of Fords in your community



Columbia "Hot Shot" No. 1461

NOW
one single dry battery of of 4 cellpower—fits under the seat.

EVERY Ford owner is a prospect. This is a season when every Ford owner needs—*and buys!*—a new Columbia "Hot Shot" Dry Battery for quick-starting ignition. It cuts out his prolonged cranking—ignites the first compression of gas.

MAKE your place headquarters for Columbia "Hot Shot" No. 1461—*every* Ford owner is an eager customer—take these easy profits—are you stocked to sell?

Write for folder showing the easy installation of "Hot Shot"

Canadian Made for Canadian Trade

CANADIAN NATIONAL CARBON CO., LIMITED, TORONTO

121122043

Columbia **Hot Shot and Multiple** **Dry Batteries**

If interested, tear out this page and keep with letters to be answered.

The "HEMCO" TU-LITE

Hydro Commission
Approval No. 112

—it's always safe and reliable

Packed 10 to a box.

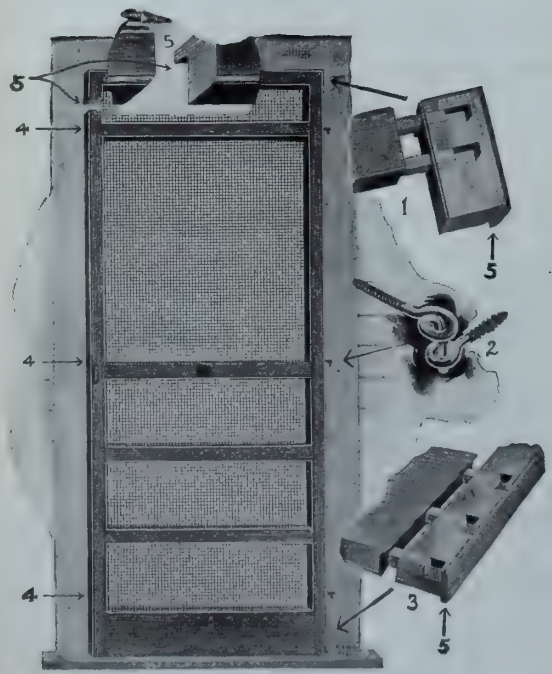
Order a box from your jobber or direct from us.

They sell themselves.

HESSCO ELECTRIC MFG. CO.

33 Church Street, Toronto, Ontario

"Kasement" Screen Doors



Strongest and Lightest Doors Made

"Kasement" doors have twenty-six genuine mortise-and-tenon joints as shown in illustration. These joints are positively guaranteed not to pull apart. "Kasement" doors are *guaranteed not to sag.*

Complete hardware sets are supplied with each door, put up in neat cartons all ready to hand out.

"Kasement" doors cost no more than the better grade of old-style doors, and are by far the cheapest in the long run. They wear longer—require only a few minutes to put up, and can be taken down in a jiffy. No planing down of the sides necessary—they fit against the door casing, not in between.

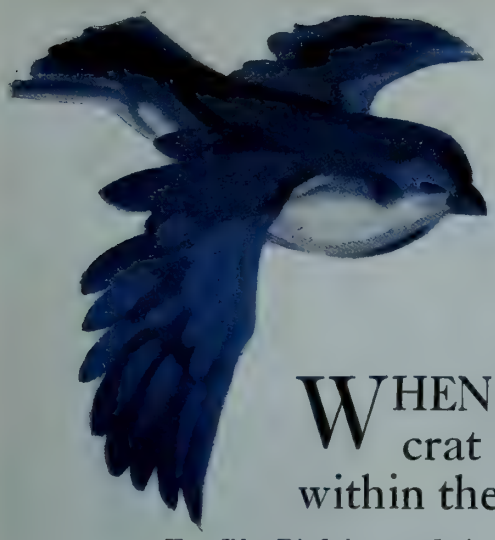
For the season 1921 we are doubling our capacity in order to keep pace with the ever-increasing demand for "Kasement" doors. Write us at once and we will give you full particulars, and if possible have one of our salesmen call on you.

Kasement Skrene Dore Co.

269 West Richmond St., Toronto, Ont.

Factory: Burlington, Ont.

If interested, tear out this page and keep with letters to be answered.



—*a dominant Washer for dominant Dealers*

WHEN we say that BlueBird is "The Aristocrat of Washing Machines" we are well within the facts.

For BlueBird is not designed or built on a competitive basis—it is the *de luxe* product of the industry, as well in its outward dress as in the inner details of its construction—a wonderful triumph of Canadian mechanical genius and manufacturing ability.

But—do not let this statement convey to you the idea that BlueBird is an "exclusive" class product in the matter of sales. BlueBird is made for the *best* trade—whether it be the home of the millionaire or the mechanic; made for those people in every walk who appreciate that only *Quality* truly represents *Value*. (As a matter of fact, our sales records demonstrate that it is in the home of moderate means—where the woman of the house is brought most directly in contact with washday drudgery—that the BlueBird Washer and Wringer is most quickly appreciated and most readily bought).

The fact is, BlueBird is *not* built to meet a pre-supposed investing power of the individual—it is built to last a lifetime and to perform the most efficient work in the shortest time and in the most economical way. It is built to meet the demand that exists in every community for just such a quality product.

It is built with the idea of enabling the dealer who handles the BlueBird line—whether it be the BlueBird Electric Clothes Washer or any other household appliance from the Canadian BlueBird factory—to *dominate* his market.

The BlueBird sales policy recognizes that the dealer is entitled to fullest possible compensation for his efforts. The BlueBird dealer works in direct contact with the factory—and BlueBird discounts go to only one selling agency: the dealer himself.

Write to-day for a booklet entitled "Pay Dirt," that will open your eyes to the tremendous possibilities of the Household Appliance business.

BlueBird Corporation Limited
Brantford, Canada

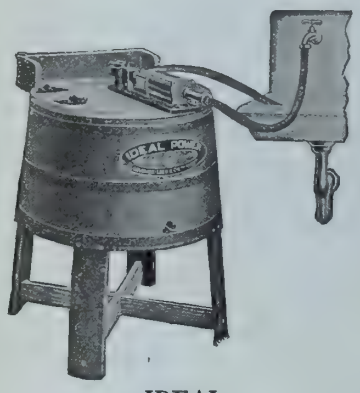
The Canadian-Made

Blue Bird ELECTRIC CLOTHES WASHER

See BlueBird at Toronto London and Ottawa Exhibitions

If interested tear out this page and place with letters to be answered.

A Quartet of Leaders



IDEAL
Water Power Washer. City water pressure does the work.

In which every desirable feature is embodied. 35 years' experience is built into every one of our large assortment—for hand-power; water-power; electric-power and engine-drive. A model to suit the requirements of every family and every purse. All of proved value.

PLAYTIME
Combination Hand-Power and Belt Drive Washer.

SEAFOAM
Combination Washing and Wringing Machine Electrically Driven.

Washing machines with an established reputation, having stood the test of time. Canadian-made in the largest washing machine and wringer factory in the British Empire — and saleable at reasonable prices — afford the dealer an opportunity of doing a large and satisfactory washing machine business.

Jobbers sell and recommend them because they know we make the best and stand behind our goods to the limit.

Manufacturers of Arrow Brand Clothes Wringers.

NEW CENTURY JUNIOR
Swinging-Tub Hand Power Washer.

DOWSWELL, LEES & CO., LIMITED
HAMILTON, CANADA

Western Representative :
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative :
JOHN R. ANDERSON
MONTREAL, QUE.

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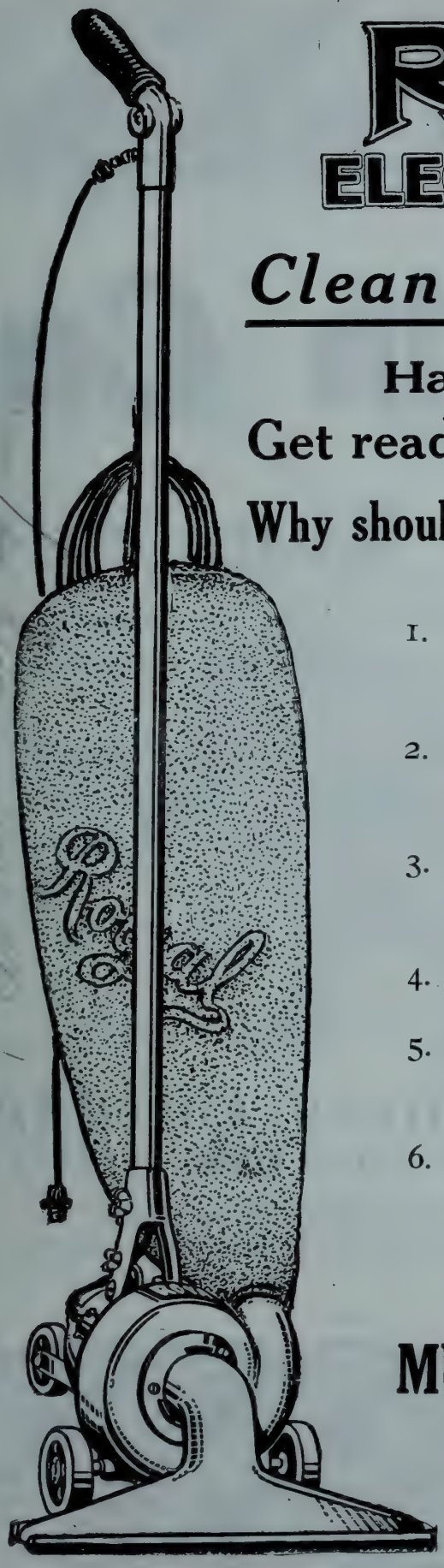


ROYAL
QUALITY SERVICE
ELECTRIC CLEANER

Cleans by Air Alone—

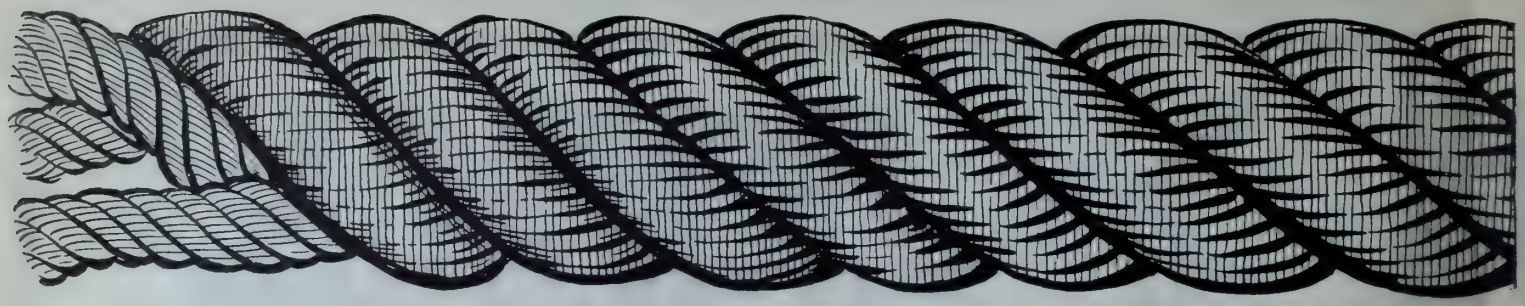
Hardware Merchants
Get ready for September business
Why should you stock "Royal" cleaners?

1. It is a well-known high-grade article with a reputation like the Bank of England.
2. Once sold it stays sold and wins more customers.
3. No brushes to wear carpets and rugs—the *"Royal"* extracts the dirt *by air alone.*
4. The *"Royal"* is a real dust-extractor.
5. The *"Royal"* will do work that few cleaners of its type can handle.
6. Made of aluminum—light in weight.

Write for literature.

MUNDERLOH & CO., LIMITED
51 VICTORIA SQ.
MONTREAL

If interested tear out this page and place with letters to be answered.



Made in Can

For Greater Rope Sales

Greater sales, because Lion Brand Cordage is pure manila fibre that leads the market for yardage, strength and wearing and lasting qualities.

Your sales will satisfy your trade, bring you repeat orders, and more customers for this and other lines because its success, popularity and great volume of sales is due to sheer merit that proves itself in use.

Try it yourself—examine it, stretch it, work and twist it, and then compare the results with any other cordage.

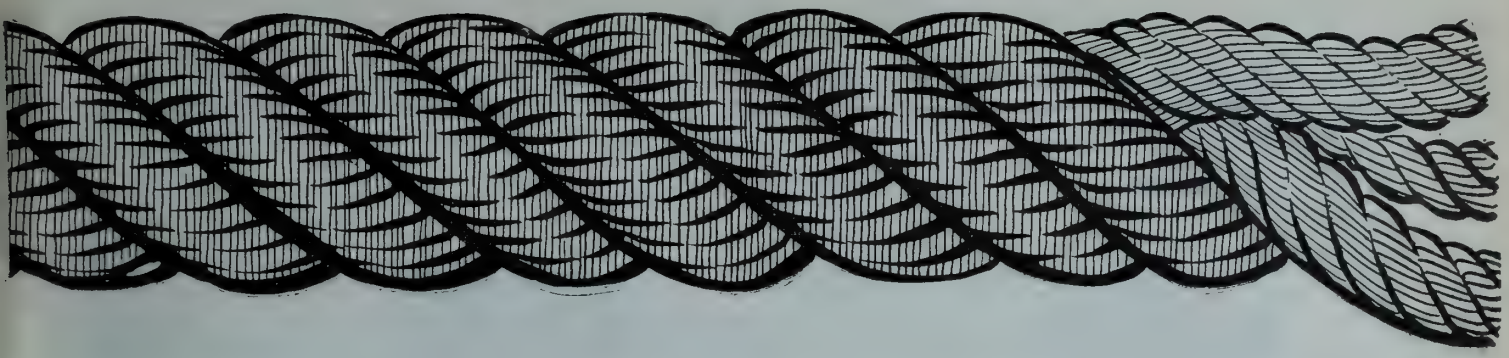
Write us about prices—it pays good profit to the retailer.

Consumers Cordage

Head Office

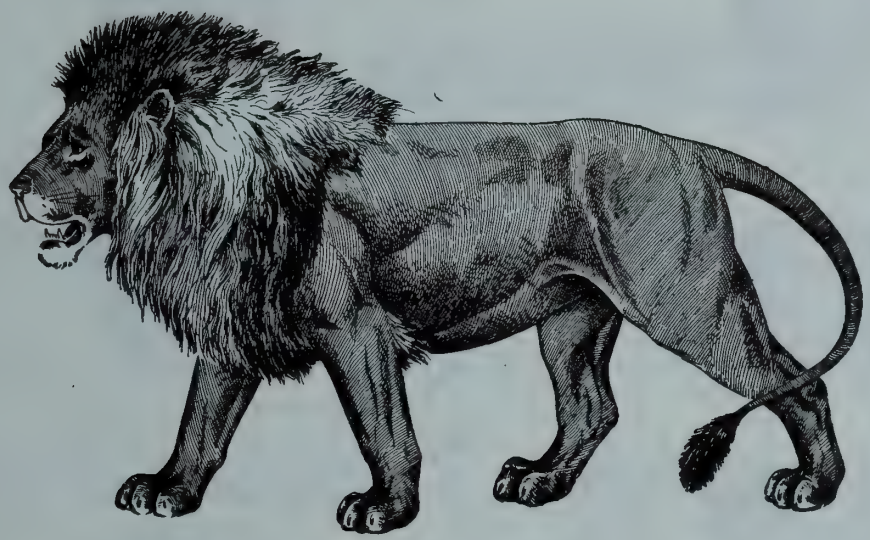
Mills at Montreal and Halifax
Branches and Stocks : St. John, N. B., and Toronto.

If interested, tear out this page and keep with letters to be answered.



ada Cordage

Lion Brand Cordage

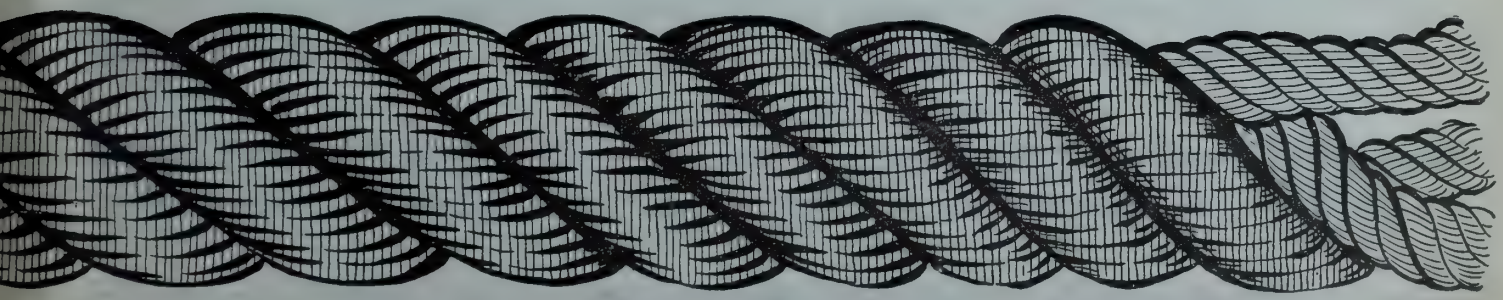


Company, Limited

Montreal, Canada

AGENTS AND STOCKS:

Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William.
Jas. Bisset & Co., Quebec. **MacGowan & Co., Vancouver, B. C.**



If interested, tear out this page and keep with letters to be answered.

THE LOUIS McLAIN COMPANY LIMITED

MADE IN CANADA BY CANADIANS FOR CANADIAN TRADE

Lipped Preserving Kettle
Made in all Sizes up to 20 Qts.

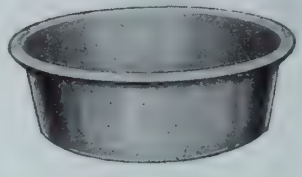
Utility Kettle
1 - 3 - 4 - 5 - 6 - 8 and 10 Qts.

Double Boiler
1½ - 2 and 3 Qts.

Dairy Pail
12 Qts.

Utility Sauce Pan
1 - 2 - 3 - 4 and 6 Qts.

Double Lipped Sauce Pan
1 - 1½ - 2 - 3 - 4 and 6 Qts.



Pudding Pan
1 - 2 - 3 - 4 - 5 and 6 Qts.

Double Lipped Fry Pan
9 - 10 and 11 Inches

The Louis McLain Company Limited

MANUFACTURERS OF

"The Louis McLain Line" Aluminum Cooking Utensils "The Hudson Line"

GENERAL OFFICES AND FACTORY

2466-2480 Dundas Street West -- TORONTO, ONTARIO

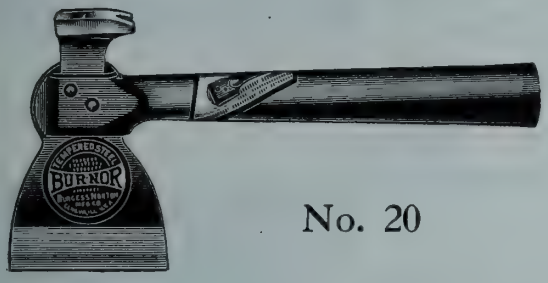
Branch Warehouses: KITCHENER ONT., WINNIPEG MAN.

If interested, tear out this page and keep with letters to be answered.

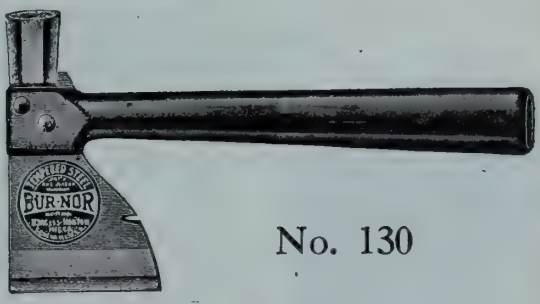
HARDWARE REGISTERED BUR-NOR Trade Mark SPECIALTIES

BUR-NOR All Steel Hatchets

ALWAYS TO BE DEPENDED UPON—THEY NEVER LOSE THEIR HEADS
GUARANTEED AGAINST BREAKAGE



No. 20



No. 130

Made in 21 Different Models

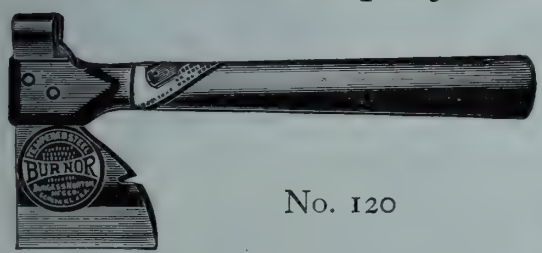
USED BY 26 U.S. RAILROADS.

The Reason

No Shrunken or Broken Handles

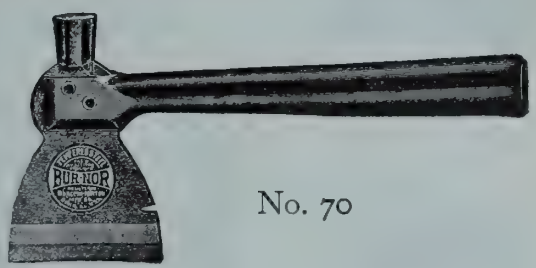
A SURE SELLER AT A GOOD PROFIT.

Window Displays and Display Easels Furnished



No. 120

Order From Your Jobber



No. 70

MONTREAL
Frothingham & Workman, Ltd.
Lewis Bros., Ltd.

WINNIPEG
Miller-Morse Hardware Co., Ltd.

VICTORIA
Walter S. Fraser & Company

VANCOUVER
Martin, Finlayson & Mather, Ltd.

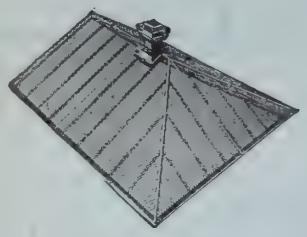
Canadian Checks Accepted at Face Value

DEALERS: SEND FOR CATALOG

BURGESS-NORTON MFG. CO.
GENEVA, ILL., U. S. A.

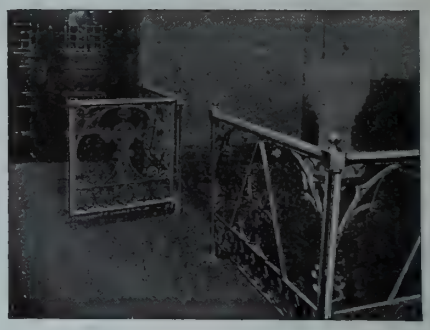
If interested, tear out this page and keep with letters to be answered.

DENNISTEEL



Wire Skylight Guard

Go One Better Hardwareman!



Church Furniture

Don't stop in the rut of the nail and door-knob business.

There is increased profit waiting for you and in your own line.

Keep an eye on the building activities of your town—perhaps it's a school, a bank, an industrial plant or a public building.

If you are a wide-awake salesman you can take orders for our many lines. If you're not, you won't interest us.

Steel House or Office Safe

Collapsible Iron Gates

Write for Booklets

Steel Stationery or Material Cabinet

We Make

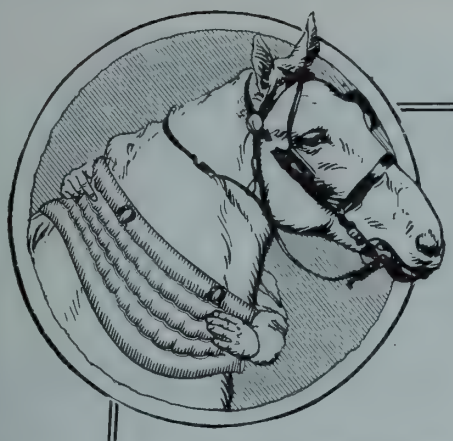
Wire Stockroom Partition

Steel Lavatory Partitions, Steel Shelving, Steel Lockers, Cabinets, Bins, Stools, Chairs, etc. Ornamental Iron and Bronze, Commercial Wirework of all kinds, General Builders' Ironwork.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

Halifax, Montreal, Ottawa, Toronto, Hamilton, Winnipeg, Calgary, Vancouver

If interested, tear out this page and keep with letters to be answered.



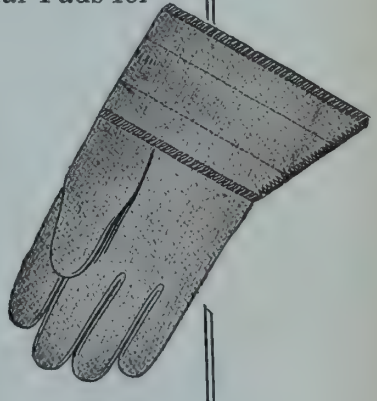
TAPATCO SAFE STAPLING
Device for attaching hooks gives a firm hold that outlasts even the splendid wearing qualities of the fabric itself.

They were created to supply a waiting market and desire is aroused in thousands more by your display of

TAPATCO
REGISTERED TRADE MARK BRAND
COLLAR PADS

Sales and profits are assured because such collar pads are an accepted necessity for work horses and the convincing points of superiority in Tapatco Brand Collar Pads is immediately recognized by horse owners.

The loss of the services of one horse for one day may cost your customer more than the total cost of these splendid Tapatco Horse Collar Pads for every head of horses in his barns!



With Tapatco you are selling more than an article—you sell a service insuring your customer against loss through horses disabled by bruised, chafed or galled shoulders. A service that gains his good will.

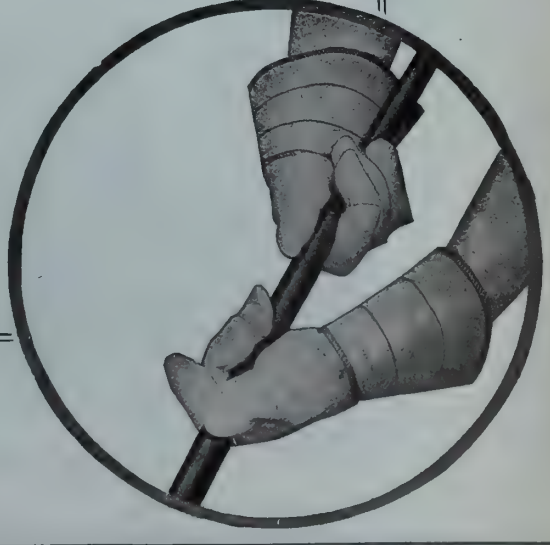
Made by
American Pad & Textile Company
Chatham, Ontario

Tapatco Working Gloves

Are made with knowledge and thought for the worker's requirements. They have been successfully tried and proven in service and are making good sales and awaiting sure repeat orders from satisfied and delighted customers.

Styles: Gauntlet, Knit Wrist and Band Top. In Heavy, Medium, and Light Weights.

Also Leather Tip and Leather-Faced Gloves, Jersey Gloves and Mitts in Tan, Slate, or Oxfords.



If interested, tear out this page and keep with letters to be answered.

Since 1881 our ivy-clad factory building on King Street West, Toronto, has been used for the making of fine Silverplate. To people in every part of Canada the trade names 'Heirloom' and 'Rogers 1881' bring again to memory their visit to Toronto.

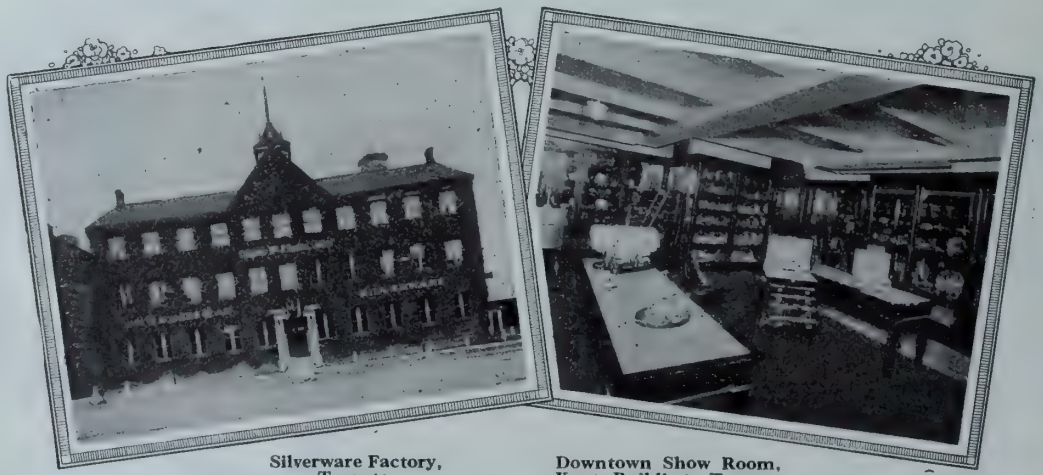
Many Jewellers have visited the Display Room formerly at the Factory. This Display Room is now located in the Kent Building, on Yonge Street, at the corner of Richmond. It was removed to the downtown address two years ago for the greater convenience of Jewellers visiting the City.

When in Toronto, be sure to come in and view the display of Flatware and Hollow Ware. We know of nothing finer or more interesting to the trade.

CANADIAN WM. A. ROGERS, LIMITED

Downtown Showroom: Kent Building. Office and Factory: 590 King St. West

TORONTO



Silverware Factory, Toronto

Downtown Show Room, Kent Building, Toronto

If interested, tear out this page and keep with letters to be answered.

'HEIRLOOM' PLATE

SHEFFIELD and Birmingham have long maintained a world-wide reputation for the finest productions in Silverware, and it is from these two centres of the industry that many of our skilled craftsmen have come.

The handiwork of these trained experts is fittingly exemplified in the artistic and harmonious Heirloom Plate designs.

In Heirloom Plate we have created a good will which becomes an asset in your business and increases the confidence of your customers and their purchases as well.

It is good business to deal in only the best, and you are assured of this when you sell Heirloom.

Made in Canada by Canadians

CANADIAN WM. A. ROGERS, LIMITED

Downtown Showroom: Kent Building Office and Factory: 570 King St. West

TORONTO

If interested, tear out this page and keep with letters to be answered.

Some of the employees of Beatty Bros., Limited, taken this year at Port Sta
about 750, with the nu

Naturally, big plant extensions mean more employees. Beatty Bros. are helping to overcome the "house shortage" by building a number of houses. All the houses shown above were erected by Beatty Bros., Limited.

Beatty
Bull

The famous "Red Star" Washer

A Washer You Can Sell

The Red Star Washer has been one of the greatest successes in the Hardware Line in recent years.

Dealers are selling them everywhere, in towns, cities, villages and farm homes; not only in Canada but abroad as well.

Dealers who have once tried them keep on ordering. They find there is a good margin of profit, quick turnover, no "service" expense and no complaints.

The Red Star is most attractively finished and carefully built in every detail. Directly customers try the machine in the store and see how easily and quietly it works they are "good prospects."

The Red Star is backed by a big organization and has ideals of service built right into it.

Tub is made of cypress. The dolly shaft works on two sets of bicycle ball bearings. All working parts depend on a solid iron bed plate and remain in adjustment for years. The machine is assembled in a moment and takes up very little space in your store or warehouse. Working parts are sent inside tub to save space.

If you are handling the Red Star, it is a profitable line to display in window or store. If you have not yet joined the ranks of Red Star dealers, get one right away and test its selling qualities for your own trade.

BEATTY BR

St. John, N.B.; Fergus, treal; London, Ont.; London,

If interested, tear out this page and keep with letters to answered.

nley on the occasion of the annual Summer Picnic. BT Employees now number
nber constantly increasing.

Bros. Limited

etin

Part of the new extensions to the factories at Fergus, Ont., which will enclose nearly three acres and will be completed this Fall.

Best Quality Pumps at Lowest Prices

The BT "Ready-to-Ship" line of well pumps is designed to cover the requirements of the well pump trade.

There is a pump for every purpose—whether it is needed to pump small quantities of drinking water for the house or water 60 head of stock. There are pumps for forcing water underground or for filling attic tanks.

Every pump is supplied with a range of cylinders and selection of strokes to adapt it to different conditions.

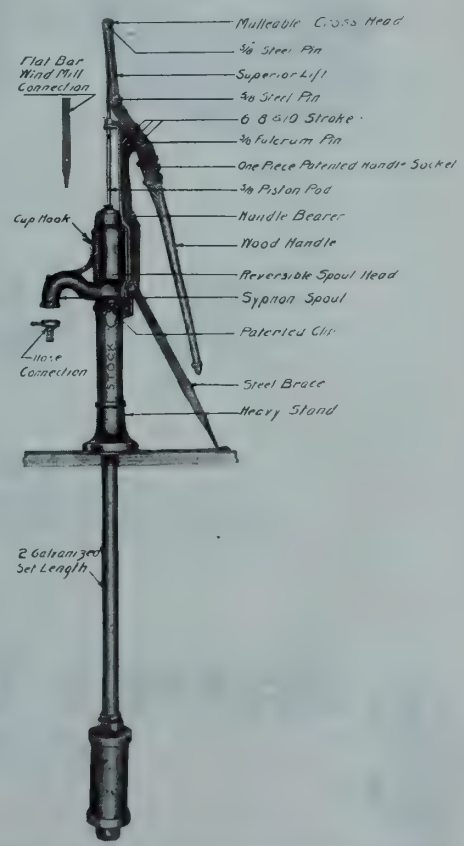
By concentrating on these particular pumps and cutting out a lot of useless designs we have been able to put the maximum quality into them at the lowest possible cost.

There are seven pumps in the BT Ready-to-Ship line, and with these you can carry a complete stock. This is good, profitable business and it is within the reach of every hardware dealer.

OS., LIMITED

**Ont.; Winnipeg; Mon-
Edmonton; Vancouver;
England**

The BT Line of pumps (including pump jacks, cistern pumps, etc.) is fully described in our General Catalogue No. 1. A card to our nearest Branch will bring a copy.



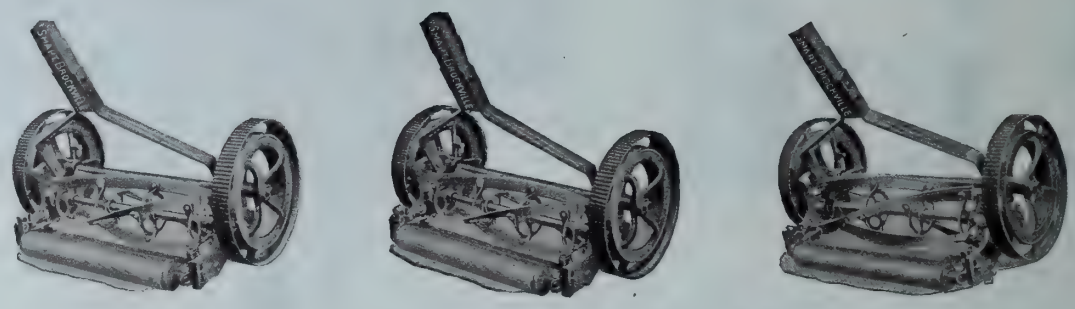
BT Ready-to-Ship Pump No. 5—Big capacity Stock Pump.

If interested, tear out this page and keep with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

A MATTER OF MOWMENT

BROCKVILLE K. BROCKVILLE C.
BROCKVILLE BLUE BIRD



These Are the Mowers the Neighbors Want to Borrow

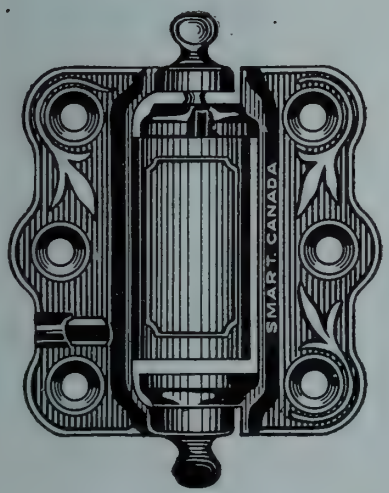
NOW NAMING PRICES DELIVERY 1921
AND ASSURING DELIVERIES SPECIFIED

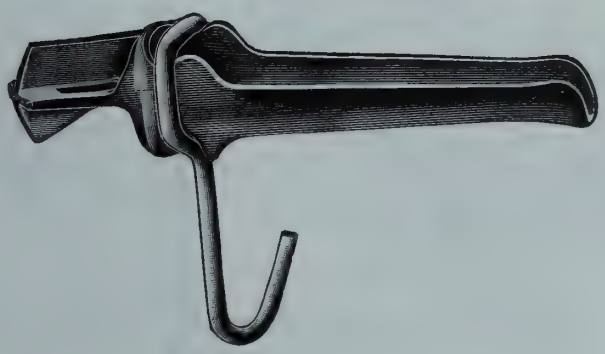
JAMES SMART PLANT
BROCKVILLE, CANADA

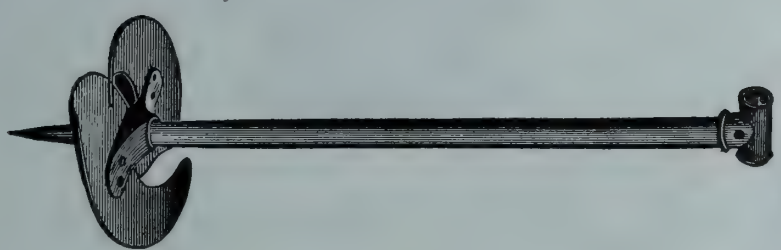
If interested, tear out this page and keep with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

FOR THE SPRING OF 1921







NOW BOOKING AT FIRM PRICES

JAMES SMART PLANT
BROCKVILLE, CANADA

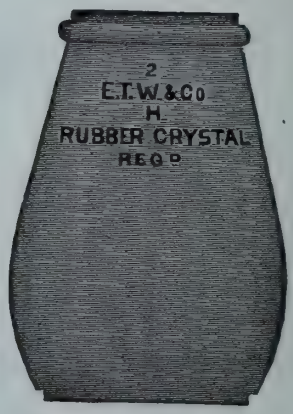
If interested, tear out this page and keep with letters to be answered.

E. T. WRIGHT CO., LIMITED

HAMILTON, CANADA

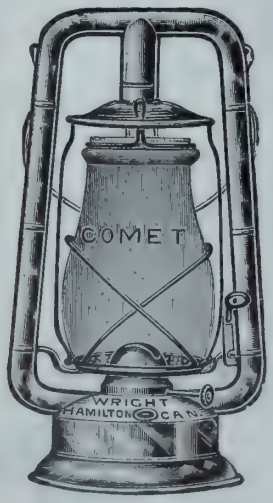
MANUFACTURERS OF COLD BLAST LANTERNS OF WORLD-WIDE REPUTATION

Our Cold Blast Lanterns are known not only within the Dominion, but throughout the whole world, for their superior burning qualities, excellent light-giving properties, and strong durable construction, which three exclusive features are due to our knowledge and experience of over 37 years as Lantern Manufacturers. They represent the last word in up-to-date scientific Lantern construction, and are absolutely unrivalled in appearance, utility and price.



"RUBBER CRYSTAL" Cold Blast Globes

These are not ordinary brittle glass, but a special composition, which is perfectly transparent, but introduces an element of resiliency, thus making the globe proof against changes of temperature, hard knocks or rain drops. These globes are frequently dropped on the floor without breaking. Hence the name, which is your safeguard—"RUBBER CRYSTAL."



"COMET" Hot Blast Lanterns

This little Lantern has the same care and attention given to every detail, and is very popular, particularly as an export line.

If you want lantern satisfaction—ask for Wright's Lanterns and "Rubber Crystal" Globes.

If interested tear out this page and place with letters to be answered.

Write for our New

ALUMINUMWARE CATALOGUE

Be Up to Date

and put in a full line of the ware that is replacing all other cooking utensils.

The PURITY and LASTING BEAUTY

of this metal is an

IRRESISTIBLE ARGUMENT

to the housekeeper of to-day.

WE ALSO MAKE COPPER NICKEL-PLATED WARE.

Wentworth Mfg. Co., Hamilton, Canada

Owned and operated by

E. T. WRIGHT Company, Limited

If interested, tear out this page and keep with letters to be answered.

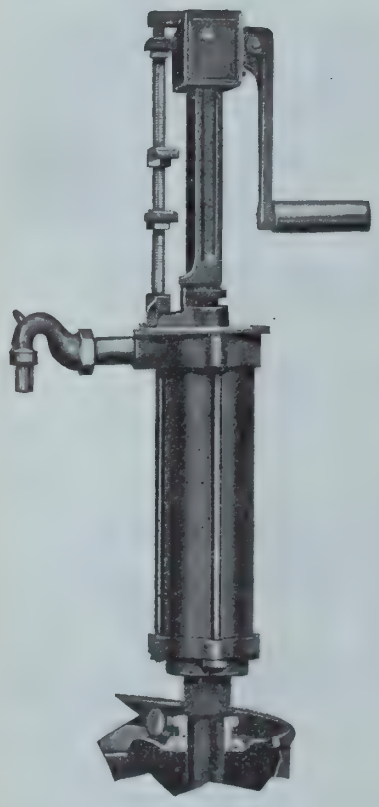
TACKS

for **Prompt Delivery**

Look for the Indian Head Trade-Mark

CANADA TACK & NAIL CO., Limited
Morrisburg, Ont., Canada

Save Oil! Lessen Fire Hazard!



Draw off from your barrel the exact quantity of oil desired, by the use of our

HAND OIL PUMP

It will obviate those oil-soaked floors, which mean waste of oil and unnecessary fire risk.

Send for Bulletin No. 13

HAMILTON MOTOR WORKS, Limited
HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

The Perfect Collar Pad That Satisfies Every Owner

A Source of Profit to Dealers

THE demand among horse-owners for a comfortable, dependable pad that will take the torture out of ill-fitting collars, is met by "Ventiplex" and here is a source of profit for every live dealer.

TRADE MARK
Ventiplex
PADS

are the most practical pads on the market. They prevent sore shoulders, galls, etc., and they are highly sanitary. After lengthy use, Ventiplex pads are easily washed clean, without hardening or shrinking.

Recommended to your customers, they will enable you to make quick sales, and each sale gives a liberal margin of profit. Ventiplex sales have a happy knack of repeating themselves, too, because they satisfy every buyer.

If you do not handle this ready seller, now is the time to start.

Write for prices and particulars to:—

The Burlington-Windsor Blanket Co.,
Toronto, Canada

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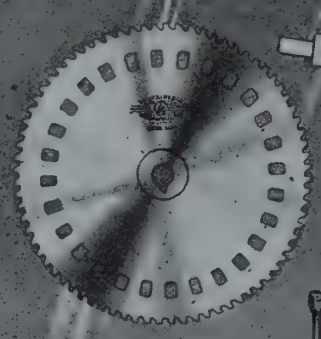
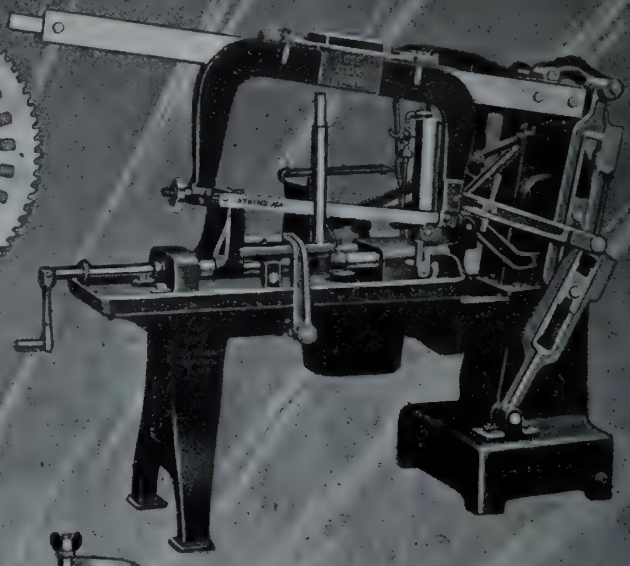
ATKINS STERLING QUALITY SAWS





O'er Land and Sea
North South East West

Atkins Sterling Quality Saws

are noted for their efficiency. Their use will increase your production.

Ask for new literature describing Atkins Kwik Kut Power Hack Saw and Metal Cutting Band Saw Machines, Circular Metal Cutting Saws, AAA Hack Saw Blades and Frames, etc.

"A Better Saw For Every Use"

Write for Catalog

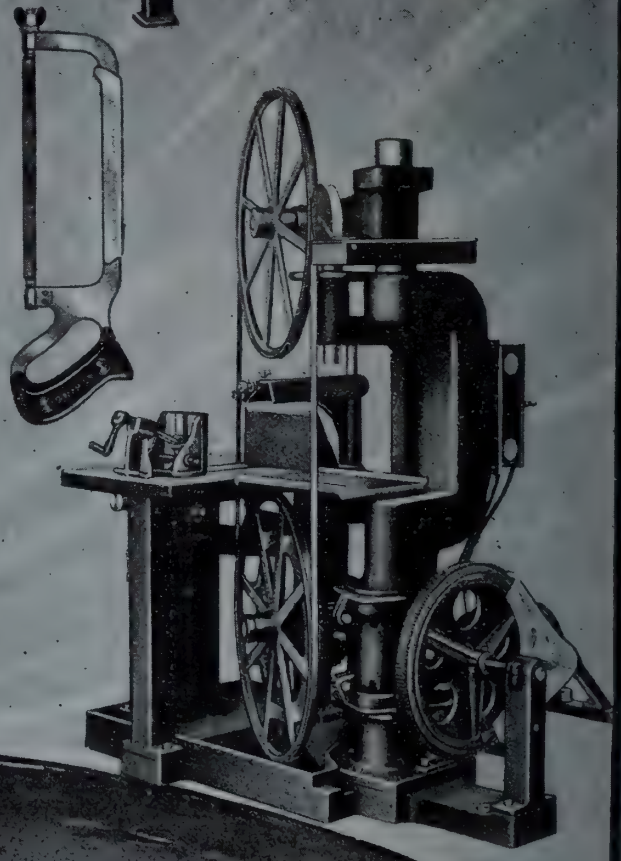
E. C. Atkins & Co.

Established 1857

"The Sterling Quality Saw People"

Factory: HAMILTON, ONT.

Branch: VANCOUVER, B. C.

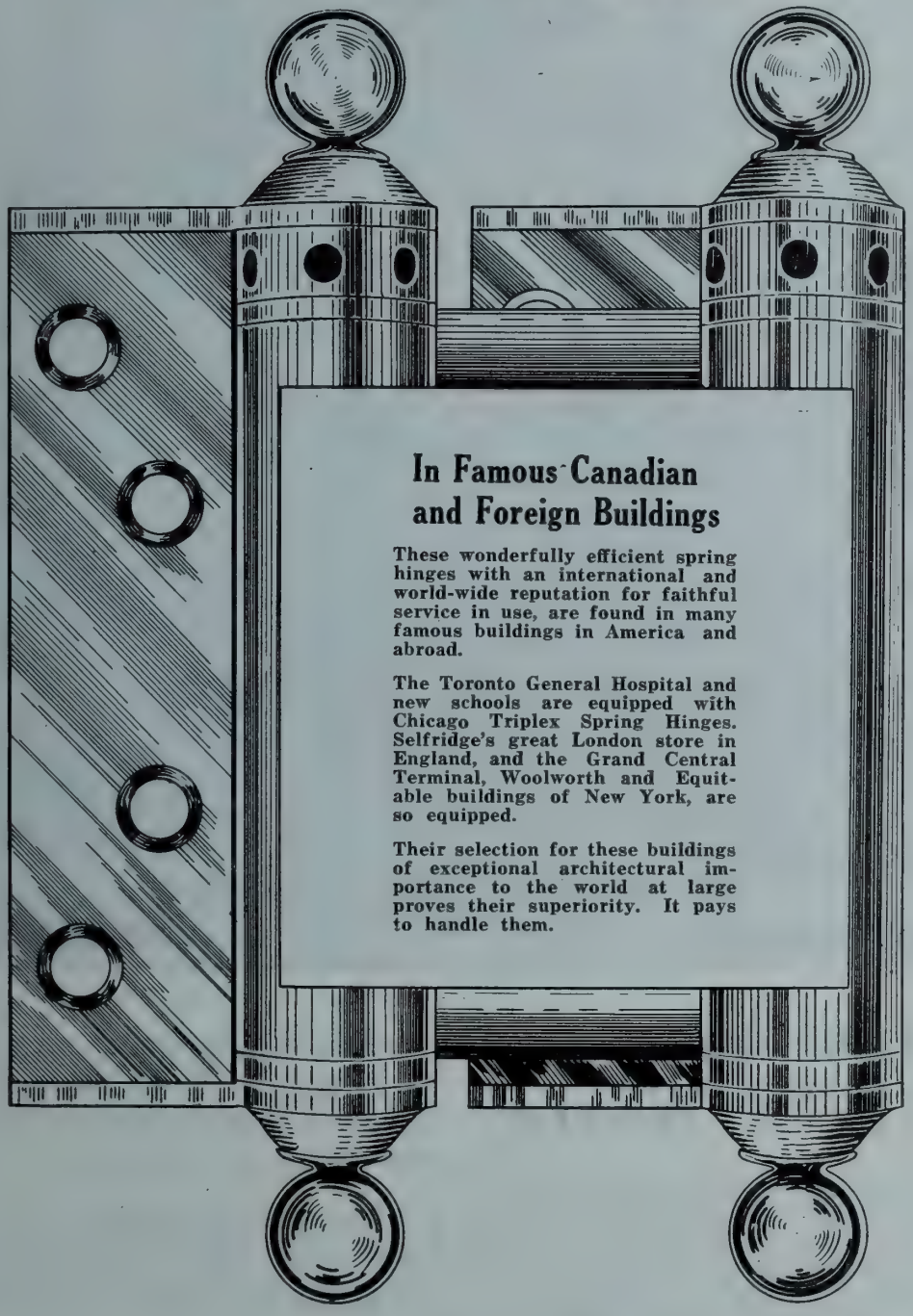


TRADE

CHICAGO

MARK

SPRING HINGES



In Famous Canadian and Foreign Buildings

These wonderfully efficient spring hinges with an international and world-wide reputation for faithful service in use, are found in many famous buildings in America and abroad.

The Toronto General Hospital and new schools are equipped with Chicago Triplex Spring Hinges. Selfridge's great London store in England, and the Grand Central Terminal, Woolworth and Equitable buildings of New York, are so equipped.

Their selection for these buildings of exceptional architectural importance to the world at large proves their superiority. It pays to handle them.

Send for Catalogue M36

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO ∴ NEW YORK

TRADE CSB CO MARK

If interested, tear out this page and keep with letters to be answered.

Watch Market Quotations on

Acme COTTON & WOOL Waste

The following grades are included in the "Acme" line:

Grades "XC," "X," "XX," "XXX" and "Polishing" in white cotton waste; Grades "8," "1B," "1A," "7," "1" in Colored cotton waste.

We also make "Acme" Wool Packing Waste and Acme Sterilized Wipers.

Our splendid manufacturing facilities —a modern fully equipped plant make it possible to give unequalled service to our customers.

If your jobber is unable to supply you with any of the above brands, write direct to us. Service is our aim.

Acme Waste Manufacturing Co. LIMITED

COTTON AND WOOL WASTE MANUFACTURERS

462 WELLINGTON ST WEST

TORONTO

If interested, tear out this page and keep with letters to be answered.

Are You on Our Black List?

IF NOT—WHY?

Our list contains the names of the Principal Manufacturers and Dealers in Paints, Varnishes and Colors in America, Great Britain, her Colonies and Dependencies who buy exclusively the Blacks made by

THE L. MARTIN CO.

This Seal on Every Package

1849 - 1920

Is Your Guarantee

WHY BUY THE "NEAR BRAND" WHEN THE BEST IS PROCURABLE?

Originators of the Famous Old Standard, Eagle, Pyramid and Globe Germantown Lamp Blacks—so named after our first factory in Germantown, Philadelphia.

Seventy-one Years' Experience has taught us Some Things about the Black Business which may interest you.

Seventy-one Years' Reputation behind each Package will help Your sales.

Grinding Blacks that are unmatchable in Strength, Color and Delicacy of Tone will solve your Black Problem.

SEND US YOUR TRIAL ORDER—THEN

YOU WILL REMAIN ON OUR BLACK LIST

THE L. MARTIN CO.

Works: Philadelphia, Pa.
Johnsonburgh, Pa.

Office: 81 Fulton Street, New York

London, England

CANADIAN SALES AGENTS:

MONTREAL
James A. Taylor
22 St. Francis Xavier St.

TORONTO
James Hayward
23 Scott Street

WINNIPEG, MAN.
P. A. C. McIntyre
1206 McArthur Bldg.

If interested, tear out this page and keep with letters to be answered.

Empire Adjustable Aluminum Level. Sizes 18″-24″-30″.

Empire Stationary Aluminum Level—Four Glass. Sizes 18″-24″.

Empire Stationary Aluminum Level—Six Glass. Sizes 24″-30″.

Empire Millwright's Aluminum Level—Adjustable. Size 18″.

A Line of Levels that SELLS

Empire Levels are extremely accurate, durable, and very striking in appearance, that is why they are so popular. They are made to make friends. You can make your level sales bigger and better than ever before by taking on the Empire Line.

The Empire Adjustable Aluminum Level is the biggest selling level on the market. It is light in weight, the construction is **right,** and the vial cases can be adjusted by merely turning a screw.

See your jobber, or write us direct for catalog.

The Empire Level Manufacturing Co.

313 First Ave. **Milwaukee, Wis.**

Canadian Office: 140 McGill Street, Montreal.

Empire Brick Mason's Level—Brass Bound. Sizes 42″-48″.

Empire Brick Mason's Level. Sizes 42″-48″.

Empire Carpenter's Level—Black Walnut. Sizes 18″-24″-26″-30″.

Empire Plasterer's Level. Sizes 16″-18″-24″-26″-28″-30″.

If interested, tear out this page and keep with letters to be answered.

THE K-T COBBLER SET

THE TRADE K—T MARK FDY.

You Can Absolutely Guarantee

this repair outfit to your steady customer or to the customer you would like to make permanent.

UNBREAKABLE—It weighs 14 lbs.
It sells for $1.50
It costs you $1.00

The high price of shoes will make this a steady seller

We also make for your trade

Clothes Reels Clothes Pulleys Builders' Castings of all kinds
Clean-Out Doors Coal Chutes Window Weights
Horse Weights

INQUIRE FOR OUR PRICES

GALT - - - ONTARIO

MAPLE LEAF SAWS

First in Quality
First in Sales

Maple Leaf Saws are the Standard of Canada, and the mechanics' choice. Our saws are made on a high standard basis that wins satisfactory sales and repeat orders for the dealer.

You can sell Maple Leaf Hand Saws in full confidence that "worth while" prestige for your store will be the logical result.
Maple Leaf Saws are built for service.

The Premier Cross-Cut Leads; others follow.
Crescent Ground — Easy Running.
Easily Fitted—Racer's Favorite.

Shurly-Dietrich Co., Ltd.

GALT CANADA

Branches:

VANCOUVER OTTAWA

The fastest cutting Saw made.
The newest in up-to-date Hand Saws is our No. 1914. Combines keen cutting qualities with improved features.

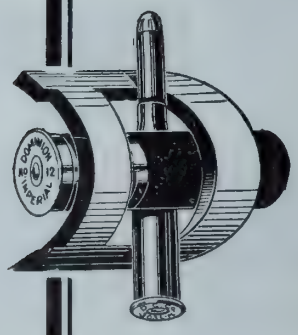
If interested tear out this page and place with letters to be answered.

THIS YEAR—

BE sure you get all the benefit from the sales-producing Dominion Cartridge Window Trim—ready for free distribution August 15.

It will link your store with the known dependability of Dominion Shot Shells and Metallics.

You can't afford to do without its silent-salesmanship. The more you use it, the more it will boost your sales.



Out of 20 registered tournaments this year, Dominion Shot Shells won 13 and tied 4.

Dominion Cartridge Co., Ltd.

Head Office: Montreal

Halifax Toronto Sudbury Winnipeg Vancouver

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"Member Audit Bureau Circulation"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, AUGUST 21, 1920 No. 34

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager*

CHIEF OFFICES:

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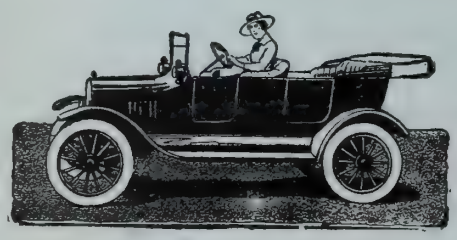
SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.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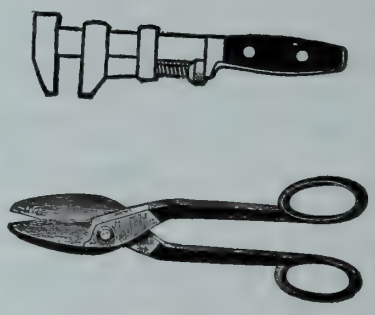
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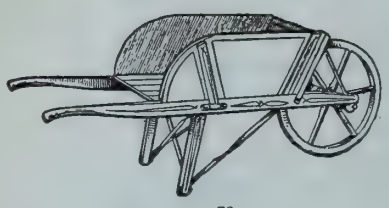
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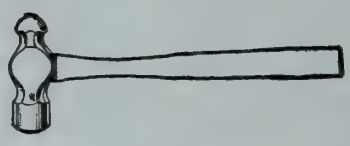
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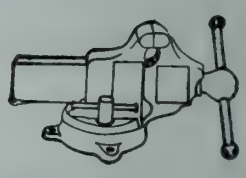
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THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

If interested tear out this page and place with letters to be answered.

THE B. GREENING WIRE CO., Limited
HAMILTON, CANADA

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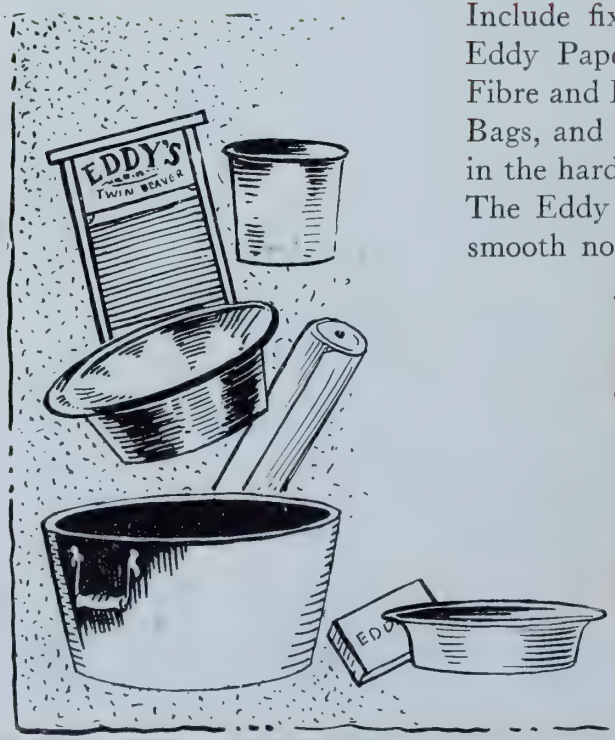
EZRA BUTLER EDDY
Born Aug. 22, 1827: Died Feb., 1906

"From the Tree

Insure a Good

a line of goods known in every corner of Canada. Eddy products are sufficiently varied to bring trade from many different angles. One of the lines that offers a particular opportunity to the hardwareman is Indurated Fibre Ware; a strong, durable ware made of wood pulp compressed by hydraulic pressure. This useful ware

E. B. Eddy



Include fixtures for toilet paper and the well-known Eddy Paper Towels; Builder's Paper and Sheathing, Fibre and Building Board, packing case material, Paper Bags, and many other products that are selling readily in the hardware stores of Canada.

The Eddy Washboard is a typical favorite. Made of smooth non-splintering wood with a rubbing board of

E. B. Eddy

Maker of Canada's

Hull

If interested, tear out this page and keep with letters to be answered.

GEORGE H. MILLEN
President of the E. B. Eddy Company,
The man to whom E. B. Eddy's mantle fell.

to the Trade"

Turnover With

is made into washtubs, buckets, washboards, butter pails, fire buckets, and many other articles. It is smooth and easily cleaned, cannot be battered or bent, and offers no lodging place for germs. Articles of this pleasing ware are lighter and easier to handle. It cannot crack, shrink, leak or fall apart.

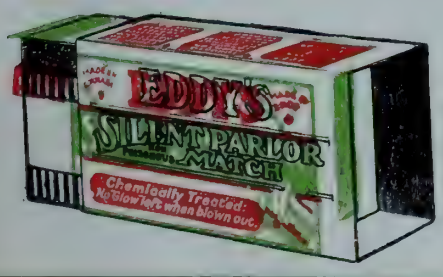
Products

Indurated Fibre Ware that saves the clothes and gives better results. The board is reversible, being the same on both sides and offering double wear.

The Eddy line offers opportunity for an investment divided among a number of lines on which quick turnovers at good profit are assured. Suppose you write us to-day for information and prices.

Company, Limited

Famous Matches Since 1851



Canada

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Profit by Preparedness

Glass is available but in somewhat limited quantities. It is the part of wisdom to order well ahead. Let your plans be so made that no profits will be lost through disappointment or delayed shipments.

Sort up on glass. Estimate your probable needs for the future and order now so that your plans will work out smoothly with no hitches due to unfilled orders. There is no prospect of a falling market in glass for a long time to come.

The buildings now in course of construction will have many openings to be closed before cold and bad weather arrives. Be ready for these needs. Insure plentiful sales, good profit and quick turnover by preparedness.

Toronto Plate Glass Importing Co., Ltd.

Don Roadway **Toronto, Canada**

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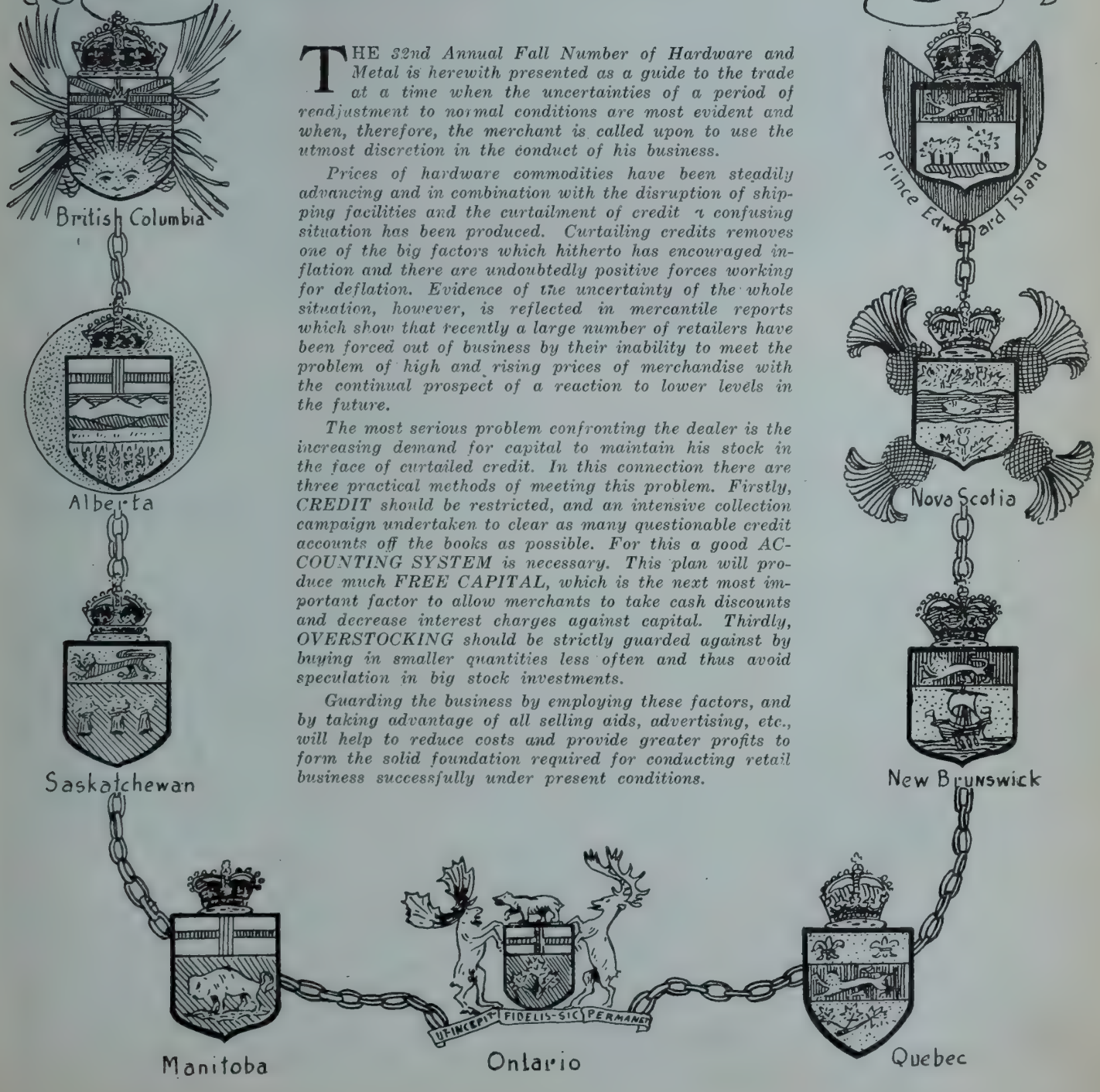
Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, AUGUST 21, 1920 No. 34

Fall Outlook Demands Merchandising Skill



THE 32nd Annual Fall Number of Hardware and Metal is herewith presented as a guide to the trade at a time when the uncertainties of a period of readjustment to normal conditions are most evident and when, therefore, the merchant is called upon to use the utmost discretion in the conduct of his business.

Prices of hardware commodities have been steadily advancing and in combination with the disruption of shipping facilities and the curtailment of credit a confusing situation has been produced. Curtailing credits removes one of the big factors which hitherto has encouraged inflation and there are undoubtedly positive forces working for deflation. Evidence of the uncertainty of the whole situation, however, is reflected in mercantile reports which show that recently a large number of retailers have been forced out of business by their inability to meet the problem of high and rising prices of merchandise with the continual prospect of a reaction to lower levels in the future.

The most serious problem confronting the dealer is the increasing demand for capital to maintain his stock in the face of curtailed credit. In this connection there are three practical methods of meeting this problem. Firstly, CREDIT should be restricted, and an intensive collection campaign undertaken to clear as many questionable credit accounts off the books as possible. For this a good ACCOUNTING SYSTEM is necessary. This plan will produce much FREE CAPITAL, which is the next most important factor to allow merchants to take cash discounts and decrease interest charges against capital. Thirdly, OVERSTOCKING should be strictly guarded against by buying in smaller quantities less often and thus avoid speculation in big stock investments.

Guarding the business by employing these factors, and by taking advantage of all selling aids, advertising, etc., will help to reduce costs and provide greater profits to form the solid foundation required for conducting retail business successfully under present conditions.

EVERYTHING WHERE CUSTOMER CAN SEE IT

"Everything where the customer can see it," the underlying idea of the store fixtures outlined in the story, is well demonstrated in these interior views of the W. H. Thorne & Co. store.

In the view shown above there are wall shelves with cabinets below and drawers. Samples of lines pertaining to each department are prominently displayed in an attractive manner. The display cases also bear out the idea.

A section of the automobile accessory display is shown. The Thorne store was one of the first in the Maritimes to adopt accessories and the department has been a success from the start. The services of an experienced automobile man were secured to take charge of the accessories and a complete catalogue of lines has been found to be a splendid business getter.

The front and other side of this case demonstrate percolators, toasters, grills, etc., and it will be noted a display of similar lines appears in the wall cases opposite. Thus the department stands as a unit and both sides of the aisle reflect similar lines on display.

"Greatest Reward to Hold

Says Senator Thorne, President of W. H. Thorne & Co., Ltd., St. John, N.B.—He Started as a Clerk Fifty-Nine Years Ago and Has Since Built Up Important Maritime Institution, Despite Early Setbacks

JUST as the fabulous bird Phoenix rose from its ashes to become virtually more powerful, so unto it may be likened the history of the W. H. Thorne & Company's hardware business of St. John, N. B., which despite the setbacks attendant with the days of destruction by fire in St. John (1877) and subsequent loss by fire in the store in 1915, the business has reared itself and developed with steady and persistent growth until to-day it is one of the most influential retail hardware stores in the Maritime Provinces.

The past forty-three years have marked the growth of the W. H. Thorne & Co.'s business from the two-storey frame structure occupied on Market Street in 1877 to the present imposing store with its several distinct departments, each with its complete stock, and the whole store replete with the most up-to-date fixtures and facilities to aid its customers in the selection of merchandise.

For fifty-three years the Thorne Company have been engaged in the hardware business and its development has been achieved under the guiding hand of Hon. W. H. Thorne, president of the company. Other officials of the company as at present constituted include S. E. Fisher, general manager of the retail department, whose service with the company dates back to 1893; John F. Tilton, who has just recently taken over the position of buyer, having been with the company for thirty-seven years, and W. H. McBride, manager of the Paint and Glass department, whose record dates from 1902.

While, as a matter of experience, some of the older established businesses are inclined to be conservative and less apt to adopt the up-to-date methods of modern merchandising, yet this is not the case with W. H. Thorne & Co. The head of the firm credits much of the success of the enterprise to the fact that they have always kept abreast of the

Confidence of Customers"

W. H. Thorne Store Reflects Most Up-to-Date Methods of Merchandising With Best Facilities for Shopping—Some Good Suggestions for Fall and Winter Trade in Its Ten Distinct Departments

times in respect to merchandising methods.

Ten Distinct Departments—Each Has Its Manager

There are ten distinct departments in the retail store, and a manager is in charge of each department. There is the silverware and fancy goods department; tools and draftsmen's supplies; builders' hardware; kitchen utensils; paints, oil and glass; mill rope and deep sea fishing supplies; sporting goods; toys, phonographs; automobile accessories.

Store Fittings Put Goods Where Customer Can See Them

Throughout each of these departments, the most modern display facilities are employed. The management are fully alive to the importance of placing the goods where the customer can see them, and though these installations cost many thousands of dollars the expenditure is now felt to have been well justified by the impetus that is given trade and the prestige which high class fittings lend to any store interior.

The installations referred to consist of glass fronted wall cases under which are shown samples of the stock of various shelf lines. Carrying out the general plan twenty showcases have been placed throughout the departments, these containing further displays of lines to those shown in the wall cases where the two fixtures come within range of one department.

The idea of the management in so planning the store was that the customer on entering could see at a glance where the article required was for sale, and various grades of that article were grouped for comparison on the basis of price and quality.

Special Attractions to Draw Customers

S. E. Fisher, general manager of the retail department, who started with the firm as a boy, twenty-seven years ago,

EXPENSIVE FIXTURES BRING BIG RETURNS

Here is the other side of the store, and the same plan of display in wall cabinets, shelves, drawers and display cases is carried out.

The front case contains a display of safety razor outfits with a case of fountain pens on the top glass. Numerous other lines have their place in each cabinet.

It will be noted in this picture that a cash carrying system is used. This is another feature of the up-to-dateness of the store fittings.

The installations of fixtures cost many thousands of dollars, but the management feel that the outlay has been fully justified by the results it has produced in raising the prestige of the business and the impetus which has been given trade.

Twenty of these showcases are used in the main store, and articles are grouped according to price and quality.

The store manager is very much in favor of demonstrations, believing that a customer appreciates definite information on the use of various articles. When demonstrations are not in progress, the nearest approach is to have the goods well displayed and have clerks who are well enough posted to be able to give full information to customers.

is a firm believer in arranging special attractions in order to bring customers to the store.

"One of the biggest boosters," he says, "is a demonstration." Supporting his statement, he added: "Just before Christmas we had a special sale of aluminum ware, with a demonstrator from the factory in attendance. During the two weeks in which the demonstration was being carried on, our kitchenware department was crowded, resulting not only in completely clearing out our stock of the special line being advertised, but also greatly increasing sales of other lines as result of getting people into the store to buy.

"We found that the demand for other aluminum goods almost came up to the demand for the special, as well as a big increase being experienced in the sale of other lines.

"We have had a good many demonstrations during past year, and cannot speak too highly of them."

Automobile Accessory Department was a Success from the Start

Ever on the alert for the possibilities of developing new branches of business, W. H. Thorne & Co., Ltd., were one of the first hardware merchants in St. John to enter upon the sale of automobile accessories as a regular feature of their established hardware business.

In making a start, of this department, the services of an experienced automobile man were secured, and a well chosen stock of accessories and tires purchased.

The accessory department was a success from the start, to use the words of the management, and everyone was enthusiastic over the measure of success which has attended its operation. Not long after the start of the department, it was found that a catalogue could be of great assistance to customers in keeping before them in complete and compact form, a listing of the various accessories for lightening labor, for improving the appearance of the car,

SENATOR W. H. THORNE

or for facilitating its operation. It was felt that an automobile accessory catalogue was something that a motor car owner would be interested in for reference during his leisure, and it would therefore act as an efficient salesman and a splendid advertisement for the store. Hence it was not long before practically every automobile owner in the district had a Thorne Automobile Accessory catalogue in his possession. The manager of the department states that the catalogue has proved to be an effective business getter. This year the firm is putting out a catalogue of accessories which is double the size of the first one issued. It is some indication of the development of the accessory trade when it is found necessary to double the size of the catalogue to accommodate the increased variety of stock to be shown and described. Each accessory is listed with complete information and prices, and the majority of the lines are well illustrated to assist the customer in his selection.

A feature of the selling method employed in the automobile accessory department is that numbered among the best customers are many garages. A salesman is at all times in touch with them as to accessory requirements.

One window of the store is constantly devoted to displays of accessories and during the motoring season a quarter page advertisement is run in the local newspapers with the intention of stirring up and maintaining enthusiasm in connection with that department of the store trade.

One of the Best Equipped Sporting Goods Departments in Canada

Having been remodelled in 1915, after a serious fire in the store, the sporting goods department is now conducted with the utmost efficiency and is considered to be one of the best equipped departments to be found in any hardware store in Canada.

Here, too, are found special features in regard to selling methods, all destined to create interest, enthusiasm and resultant business for the store. Salesmen of the sporting goods department make it a point to keep in touch with all the clubs, associations, baseball leagues, churches, and all other organizations where sporting goods are apt to be required and where good-sized orders generally result from such efforts. The large amount of business secured by the store in such goods is ample evidence of the success of the plan.

Poultry supplies are handled in conjunction with the sporting goods department, and during the spring and summer months many poultry fanciers make Thorne's their headquarters for supplies.

Every line of sport is well represented in the department and effective displays of seasonable lines are always to be found. The policy followed by the manager of the department is to get in a little ahead of the other fellow. He realizes that it takes a little while to awaken people from their natural inertia at the time of a change in the seasons, and he therefore finds it a successful plan to have seasonable sporting goods on display for a short time before the season actually opens for that class of goods.

As an instance tennis goods will be displayed some weeks before the tennis season actually commences so that the

After the big fire in St. John in 1877, many of the merchants had to start all over again. Temporary structures were built in order for the merchants to carry on their business. The picture shown is the structure built by Messrs. W. H. Thorne & Co. in the Market Square. Other St. John merchants put up similar buildings and, in spite of great hardships, carried on, with "business as usual" for their slogan. Nothing could stop the men who were building up St. John.

customers become accustomed to seeing the goods displayed in the store, and then when the season arrives and they begin to dig up their last season's togs, rackets, balls, etc., and find some parts of their outfits needs replacing, their mind links up the display they have but recently seen with the things they require, and the great chance is that they will go back to the display to make their purchases. There is a certain psychology about this linking up of thought, but successful selling methods to-day are more than ever taking into consideration the human traits and how to play up to them successfully.

Phonograph Business Has Grown Rapidly

One of the later additions to the Thorne business is the phonograph department the growth of which, during the past few years has been so rapid as to bring it to-day to the place where it ranks as one of the most important in the enterprise.

The phonograph department comes under the personal supervision of J. C. Harrison, secretary-treasurer of the firm, and to him goes the credit for developing the department from a small beginning to a business of such proportions that a staff of seven employees is required to handle the trade.

The demonstration parlor in connection with the phonograph department is the last word in comfort, being furnished with comfortable lounges, arm chairs and heavy floor rugs. Two sound-proof booths have been constructed in order that a number of machines can be used at one time without causing annoyance. The atmosphere of the department is one of comfort, where store patrons may come at their leisure and make their selections of records after hearing them played on a high-grade machine. The indirect lighting effect of the department with beamed ceiling and walls combined with the pictures hung and the use of ornaments gives a homelike appearance which is very appealing.

Private Recitals in Guest Hall

Private recitals are arranged periodically by the firm, and a main hall seating nearly two hundred guests is available for this use.

Speaking of the methods used to develop the phonograph business, Mr. Harrison says: "At different times we have hired the leading theatre of St. John for the purpose of holding a so-called 'tone-test,' or direct comparison of the voice of a singer with the mechanical reproduction of the same voice."

Admission to these recitals is by ticket, and these are obtained from the phonograph department, the name and supply of seats are always on hand for customers' use.

"In this way it is possible for us to keep in touch with all the music lovers in the city," says Mr. Harrison.

LUXURY AND COMFORT IN PHONOGRAPH DEPARTMENT

This department of the Thorne business has grown to great proportions though it is one of the later departmental additions.

Luxury and comfort is reflected by the use of homelike furnishings and the customer at once feels at ease. Here one may relax from the fatigue of shopping and leisurely make a choice of selections by favorite artists. Complete catalogs of latest records are available and two private soundproof booths are provided so that more than one customer may be accommodated at one time.

A feature of the selling methods employed in this department is the holding of private recitals. These are largely attended and the name of each guest is retained as a prospect. A hall seating nearly two hundred people is used for this purpose.

The name and address of every caller in this department is also kept, to be used as a mailing list for record suggestions. Instruments are placed in the customer's home on a free trial basis if desired.

Courtesy on the part of salesmen in the department is a big feature owing to the class of trade which is served. The clerks endeavor to keep in mind the name of each customer so as to become better acquainted with them. The department attracts a large number of the music lovers of the city.

"We find that many of the patrons who are not successful in securing a ticket of admission come to the store the following day to hear the artist's voice on the phonograph, and others who were present at the recital come to hear other selections by the same singer."

No detail is overlooked in the conduct of the phonograph department which might have any bearing on the service rendered, comfort of customers and the provision of facilities for making satisfactory purchases. The name and address of every caller in the department is recorded. It is the endeavor of all the salesmen to know the customers by name and to make them feel welcome and at ease. Any customer who so desires can have an instrument placed in their home on trial without being under any obligation to buy. The courteous manner of the salesmen combined with the generous offer result in a large percentage of sales.

AUTO ACCESSORIES SUCCESSFUL FROM THE START

One of the first hardware merchants in St. John to open a department for the sale of automobile accessories was W. H. Thorne & Co. An experienced automobile man was employed as manager and many unique selling features have been introduced in the sale of accessories. Every automobile owner in the district now gets a copy of the Thorne auto accessory catalog and this is found to be an energetic worker for bigger sales.

has been found that the ability to give real definite information and make suggestions to customers in regard to decorating, are the important factors in securing and holding the customer's trade, for there is too little of it done

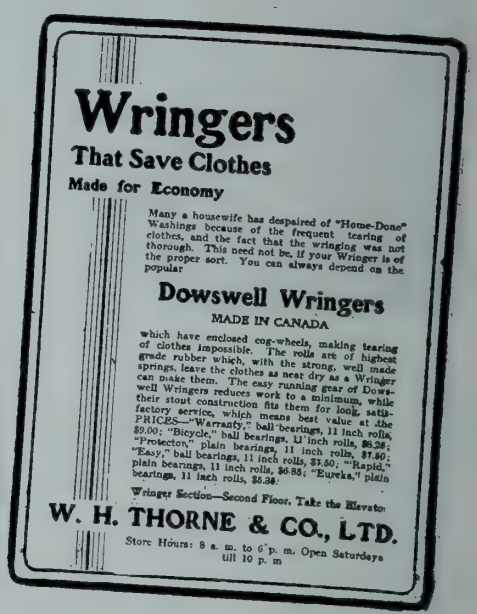
the captains of steamers. Every steamer coming into the port of St. John is met by one of these travellers and a large volume of business is secured from the shipping industry.

Window Displays are Important Feature

Window displays and advertising are special features. An expert window trimmer and show-card writer is on the staff and it is his duty to change the windows every week. There are nine windows in the Thorne stores and is therefore kept busy. Every window trim is accompanied by neatly written showcards, calling special attention to different articles and inviting patrons to come inside and inspect the stock.

Special Advertising Man

The newspaper advertising calls for the services of a special advertising man. There are four daily papers in



The Paint and Glass Department is a Hive of Industry

The paint and glass department is looked upon as the outstanding feature of the Thorne business. A busy scene is always presented in this department. Speaking with the manager of this department, Mr. W. H. McBride, another long-service man, we find that he is a firm believer in the importance of getting orders out promptly.

"When a painter telephones in an order, he wants it right away," he says, "and the firm who supplies him most promptly is the one that will get his business."

With the householder, too, the utmost consideration is given. The staff of salesmen in the paint department are thoroughly acquainted with the stock carried, the best grades for various classes of work, and can give well-founded advice as to color schemes, etc. It and there are too many clerks who are not thoroughly enough acquainted with details of the manufacture of paints and how to use them most effectively.

Mr. McBride does not believe in bargain sales in selling paint.

"Supposing we have a few odds and ends" he says "and clean them out at bargain prices, somebody starts a job and finds they have not enough paint to finish it—back they come, and the chances are that we have no more of that particular stock, or if we have the price is higher. In either case the customer leaves the store feeling dissatisfied, and immediately a wrong impression is created. Good service and a thorough knowledge of your goods will get you more business than any clean-up sales."

Business From the Shipping Industry

The firm employs three city travellers who call upon builders, contractors and

St. John, and each one carries the store advertisements. Mr. S. E. Fisher believes in making the window displays and the newspaper advertising work together. When automobile supplies are being advertised there will be a special display of these goods in the windows. Whatever goods are seen advertised will also be seen in the store windows as long as the ad. is running.

President Started as a Clerk Fifty-Nine Years Ago

Senator Thorne, the president of W. H. Thorne & Co., Ltd., is a man who started his career as a clerk fifty-nine years ago, and the great mercantile concern which he has created stands as a monument to the ability, the energy, and the persistence of one man. Furthermore, it is in itself a substantial tribute to another phase of his character—his ability to arouse the enthusiasm and loy-

ONE OF THE BEST EQUIPPED SPORTING GOODS DEPARTMENTS IN CANADA

This is the record which is held by this department in the Thorne store. Here again will be noted the large and complete stock, and the splendid display facilities as followed out in the other departments.

A sample of every line in stock is on display and within the customers' reach. Several sections of the wall cabinets are used for displaying rifles, the boxes of ammunition being kept on adjoining shelves. Hockey boots, skates, bicycles and other sporting lines are all shown. Poultry supplies are also a popular line in the Thorne business.

The salesmen of this department are in touch with all local clubs, associations, baseball leagues and other organizations which are prospective customers for sporting goods. Much business is secured from this source.

The display of lines a short time ahead of their season, as may be noted in this illustration, bears out the plan followed by the department manager in getting in a little ahead of the other fellow. He realizes that it takes time to stir people up when the seasons change. This is another case of having a knowledge of human peculiarities and playing on them to good advantage.

alty of those with whom he has come in contact.

Speaking on business conditions of to-day as compared with conditions of fifty-two years ago, Senator Thorne says:

"One cannot help but look back with amazement at the changes that have taken place, not only in methods, but in the personnel of customers. Old methods have gone and old customers have disappeared, while new ideas and younger merchants have taken their place.

"Few proper accounting systems prevailed in those days. Our methods generally were loose, with no fixed system in either accounting or the granting of credits. To-day credits are shortened and business is done chiefly on a cash basis.

"In former years traders as a rule visited the city twice a year for the purpose of purchasing their season's requirements. Every clerk in those days was a salesman and had to put up his own orders, and much of the work was of a character such as the salesman of to-day would not be called upon to do. The handling of putty, ochres, oils and paints was, if possible, shirked by all clerks. The hours were much longer, and the work harder.

"During the busy seasons we seldom left the store before midnight, and in many cases worked into the 'wee sma'' hours.

"To look back over fifty-three years and know that the confidence of the customers has been retained, is the greatest reward a business man can have."

Peak in Sheffield Iron Prices Reached

The conditions in the steel trade at Sheffield are not so favorable as they were some months ago. Offers in England and on the Continent of large tonnage of semisteel bars and plates from the United States at prices below British quotations has had a depressing effect. It is reported that a good quantity of orders has been given to the United States manufacturers. This competition and some cancellations of foreign orders have weakened somewhat the position of British makers. It is said the premiums on basis prices asked here have been modified. The tendency of costs is, however, in an upward direction. In finished steel there is a decrease in inquiries and new business, and while makers have sufficient orders to keep them busy for the remainder of the year the prospects for the new year are not bright.

There is a great scarcity of all descriptions of pig iron. West coast hematite costs about £16 (77.86 at normal exchange) per ton delivered to local stations. Foundry iron is about £13 10s. ($65.79) per ton and in extreme cases £14 ($68.13). Makers of finished iron can dispose of their output as fast as they can make deliveries.

Fall and Winter Adv. Suggestions

The reproduction of some sample advertisements herewith will give some idea of the lines being advertised by others in the trade in all parts of Canada, and will impart some ideas or suggestions which others may incorporate in their local advertising for fall and winter.

THERE are a great many seasonable hardware lines during the fall and winter months which lend themselves to effective treatment through the medium of advertising. Many of the lines can form the basis of a strong appeal from the utilitarian standpoint for cool weather, and others from the standpoint of personal comfort and usefulness to the user. Herewith are reproduced a number of fall and winter advertisements which contain some merit and which might suggest something to the dealer framing ads. at this time of year, and help him to derive better results from his advertising.

Don't Be Caught Napping With An Inefficient Heating Plant

Stoves are one of the important lines for fall trade and a number of splendid stove advertisements are shown herewith. An ad. by Emerson & Fisher, Ltd., St. John, N.B., says: "Don't let cold weather catch you napping—With the thought of cold weather comes the query: 'Is my heating plant in condition to do the winter's work. If not, your best plan is to see our full line of heating stoves. Whatever the size we will demonstrate to you the actual money saving of buying stoves with reputation.'"

Oil Stove Makes a "Warm, Cosy Welcome."

Another stove advertisement by W. H. Thorne & Co., Ltd., St. John, N.B., contains a nice layout illustrating an oil stove and stating as follows: "A Warm, Cosy Welcome." "The comfort of an oil heater means a warm welcome indeed on extra cold days—and a home really comfortable for grandma and everyone else when extra heat is needed. Easily carried about—ten hours heat on a gallon of kerosene oil. A big coal saver. Come in and see one—you'll take it."

This ad. is personal in its appeal and is also specific. It mentions an experience which practically everyone has had, and appeals strongly to the sense of comfort which goes with a warm home.

Oil Stove Makes the Home "Livable" on Autumn Days

Another stove ad. by the same firm, directed along somewhat different lines, reads: "Make the home 'livable' these chilly autumn days." Continuing it states: "However hot and good the dinner may be—a chilly dining-room spoils it; a cold bedroom is anything but pleasant in the morning and at night it removes all pleasure of rest; a chilly bathroom is unbearable; and the living room—the heart of the family circle—must be cheery and warm. You don't need coal fires just now; and what better than an oil heater. And not only in homes is the oil heater found; in offices, restaurants, hotels, clubs, indeed it is welcome everywhere. Think of it. With an oil heater you can convert, in a jiffy, the coldest spot of the coldest room in your house to radiant warmth and "livability."

A wide use for oil stoves is outlined in this ad. and its appeal is directed toward conditions as they affect every room in the house, and its uses apart from the home. It is an ad. designed for this time of the year before the coal grate fire season starts.

"Don't Put Off Buying Stove Until Last Minute"

A warning that it is not a good policy to put off buying the stove until the last minute is very timely in view of the conditions existing in the stove industry. It is there-

fore a point well taken in the ad. by the Manville Hardware Co., Ltd., Prince Albert, Sask. Continuing, it says: "Most people keep putting off their buying until the last minute, which is not the best thing to do at the present time owing to the unsettled conditions of the markets—for in many instances goods that we have on our floor today cannot be replaced at anywhere near the price they were bought for a few months ago."

In the same advertisement mention is made of the fact that now is the time to have storm sash repaired.

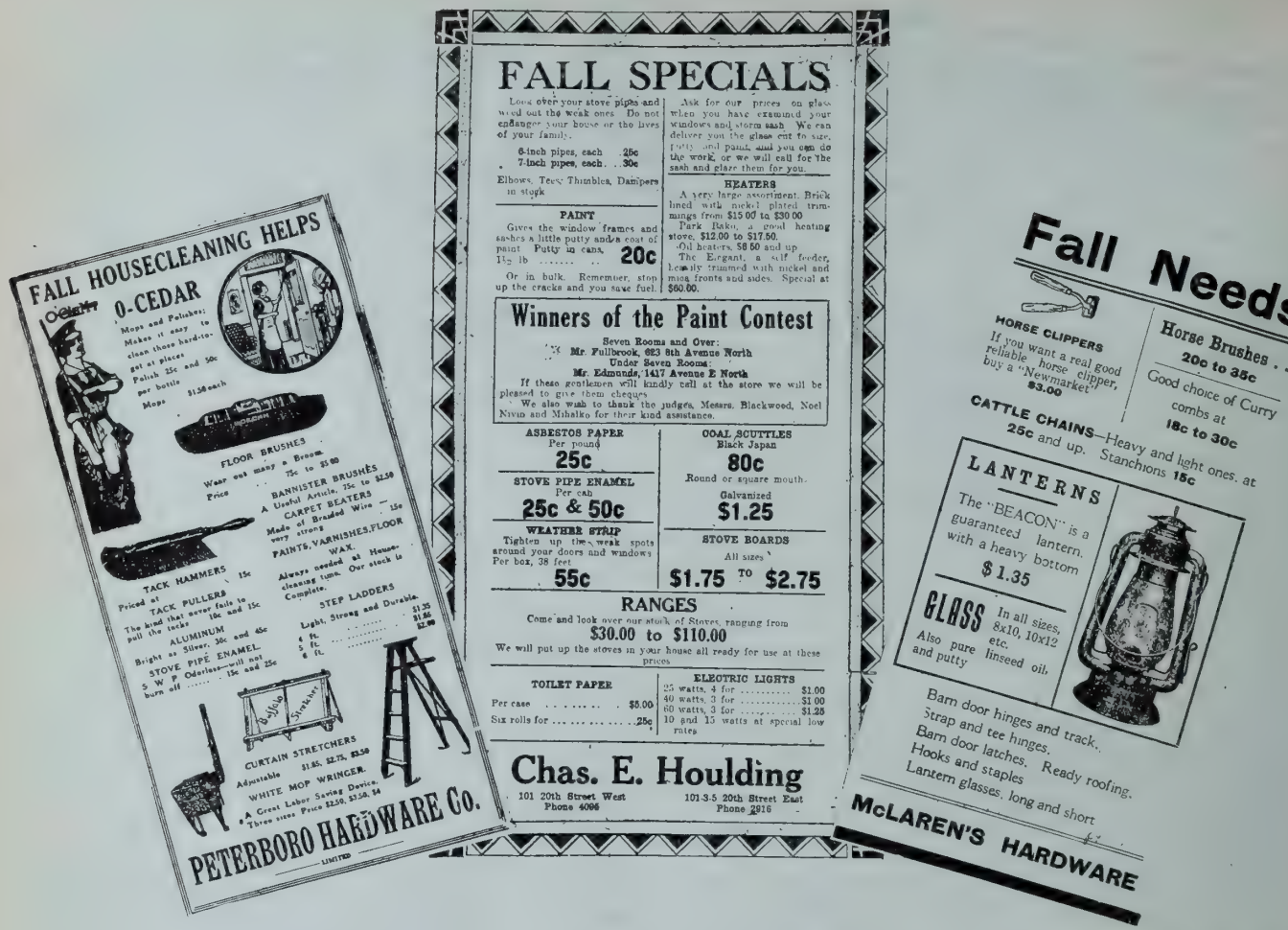
"Keep Home Comfortable During Long Winter"

"You will soon need that heating stove," says an ad. by Whyte & Orr, Ltd., Daysland, Alta., "which will keep your house cosy and comfortable during the long winter soon to be here. You had better pick it out of our well-assorted range of styles right away, as we believe stoves will be very scarce before December and you might be disappointed if you let it go too long."

Ash Sifters, etc., to be advertised simultaneously with Stoves

Other lines which are accessories to the heating system of the house, and which can well be advertised at the same time as stoves include mantels, fire irons, ash sifters, etc.

An ad. on ash sifters by Mills Hardware Co., Ltd., Hamilton, Ont., says: "Coal is dear, and likely to be dearer—that's one of the most important reasons why you should sift your ashes and save every scrap of coal, thereby getting the maximum amount of value out of your fuel sup-



ply. This and other illustrated ads. on ash sifters are shown herewith.

Mantels

An ad. on wood mantels, also seasonable at this time of year, is shown. It is by W. H. Thorne & Co., Ltd., St. John, N.B., and reads: "As the hearthstone is the gathering place of the family circle during fall and winter evenings, the mantel is naturally the most prominent in the furnishings and should be the most attractive. Our fine display of wood mantels comprises an excellent range of prevailing effects in oak, mahogany, and colonial white, suitable for living-room, dining-room, hallway, den or bedroom."

Fireplace Furnishings

Another ad. by the same firm emphasizes fireplace furnishings with an illustration of a fender. It reads, "Open fires, so grateful these chilly days, naturally suggest fireplace furnishings, which we offer in ample variety, including fenders, andirons, spark guards. The fenders and andirons are shown largely in the popular black effect in which we also have fire iron sets consisting of tongs, poker, shovel and hearth brush."

Flash Lights

With the approach of cold weather with its long evenings, flashlights, lanterns, etc., come into greater usefulness. An ad. by the Rogers Hardware Co., Ltd., says: "Flashlights are a necessity." "Flashlights are admitted to be the only satisfactory medium for obtaining a quick, strong concentrated light that is always ready."

A suggestion for increasing the effectiveness of advertisements on this line is to link up the appeal with some specific usefulness of a flashlight in order to make the appeal more personal and direct.

Thermos Bottles

Cold weather also brings on a period of seasonable demand for thermos bottles and thermos lunch kits. An ad. by Thompson & Sutherland, Ltd., New Glasgow, N.S., reads: "The man who carries his lunch appreciates the advantage of a good thermos bottle when the thermometer is below zero and he needs a hot invigorating drink."

Another ad. on thermos lunch kits by Emerson & Fisher, Ltd., St. John, N.B., reads: "Home prepared liquid refreshments kept piping hot as you desire and wherever you go. Double the pleasures of sleighing and skating parties."

Thermometers

Thermometers are also in demand with the approach of winter and one or two advertisement suggestions are shown herewith. The ad. by McAvity's, St. John, N.B., states, "What's the temperature this morning? The question usually asked on a very cold day. Our reliable, clear-reading window thermometers will tell you. We have thermometers for all purposes, outdoor, indoor, home, bath, dairy and candy thermometers."

The thermometer ad. by Consumers' Hardware & Supply Company states the thermometer is something needed every day in the year and offers a wide assortment at various prices.

Builders' Supplies

Before the cold weather sets in there is much repair work to be done to houses and barns throughout the country and this offers a fruitful field to the dealer who goes after this business. An ad. by Bridge Bros., Thessalon, Ont., reads: "Builders—it's time to fix up for the winter." The ad. is illustrated and advertises roofing, building paper, cement, nails, hinges, locks, latches, paints, door hangers, etc., which represent the chief requirements of this trade.

Sporting Goods

The big field of winter sporting goods should not be overlooked in the advertising schedule and an early start to arouse enthusiasm will do much to bring a good winter's business. A seasonable ad. by Rice Lewis & Son, Ltd., Toronto, reads: "For your health's sake enjoy winter

MILLS HARDWARE CO LIMITED
King East, Next to Loew's Theater
Two Stores King E. and Barton East

Coal Is Dear!
And likely to be dearer—that's one of the most important reasons why you should sift your ashes and
Save Every Scrap of Coal
Thereby getting the maximum amount of value out of your fuel supply
The Burrowes Dust-Proof Rocker Ash Sifter closes in all dust, as it operate. It is the only ash sifter with a closed scuttle has room for the ashes to spread and sift freely, necessary. It is of very convenient height and the easy ash sifting a pleasure. Made of galvanized iron and it will give long service
ash sifter. Price $6.00

Make the Home "Livable" These Chilly Autumn Days
However hot and good the dinner may be—a chilly dining room spoils it a cold bedroom is anything but pleasant in the morning and at night it removes all pleasure of rest a chilly bathroom is unbearable, and the living room—the heart of the family circle—must be cherry and warm
You don't need coal fires just now, and what better than a PERFECTION OIL HEATER?
And not only in homes is the PERFECTION OIL HEATER found; in offices restaurants, hotels, clubs—indeed it is welcome everywhere
Think of it. With a PERFECTION HEATER you can convert—in a jiffy—the coldest spot of the coldest room in your house to radiant warmth and "livability"
The Perfection burns kerosene oil; is smokeless odorless clean; can be carried easily from room to room
THE PERFECTION COMES IN SEVERAL STYLES
COME AND SEE IT
W. H. THORNE & CO., LIMITED

Banner Rocker Ash Sifter $4
No dusty, back-breaking shaking or lifting with this sifter. All parts are galvanized, the can is strengthened with iron rod and iron rockers.

Dustless Sifters $1.50
Sifting cinders a dirty job. It's dirty if you use an closed-in dustless sifter is the article you want. Made of galvanized iron.

Wood Mantels
In Popular Designs
As the hour nearest the gathering place of the family circle during fall and winter evenings the Mantel is by naturally most prominent in the furnishings and should be the most attractive
FINE DISPLAY OF WOOD MANTELS
comprises an extensive range of prevailing effects in Oak, Mahogany and Walnut, suitable for the Library, Dining Room and Living Room. White Enamel in quality workmanship and finish, our showing of Mantels literature up to the minute in design and finish
YOU ARE WELCOME AT ALL TIMES TO INSPECT THEM
W. H. THORNE & CO., LIMITED

Canada Dustless Ash Sifter
When you are looking for an Ash Sifter, do not fail to come and see this one, it is the latest. The ashes are put into the hopper and then pass into the revolving sieve, the cinders going into the scuttle and the screenings in the can.
Price $8.50

Special for Wednesday
Round Galvanized Ash Sifter, stamped out of one piece of metal and perforated, fitted with wood handle
These sifters are splendid value. On sale for Wednesday only 29c

sports to the fullest." It goes on to list skis, snowshoes, toboggans, boxing gloves, mocassins, shoepacks, hockey and indoor baseball supplies.

Fall Housecleaning

Housecleaning is also done to a large extent in the fall and this business always offers a good field for development. Herewith is a seasonable advertisement on fall housecleaning helps by the Peterboro' Hardware Co., Ltd., Peterboro'. It emphasizes floor brushes, mops, polish, tack hammers and pullers, aluminum, stovepipe enamel, bannister brushers, carpet beaters, paints, varnishes, floor wax, step ladders, curtain stretchers, mop wringers, etc. it makes full use of illustrations of these various lines and lists prices complete.

Fall Specials

A general ad. outlining a number of fall specials is shown by Chas. E. Houlding, hardware, Saskatoon, Sask. It emphasizes stovepipes, warning the householder to look over his stovepipes and weed out the weak ones. It warns him not to endanger his home or the lives of his family by keeping wornout pipes in use. It also calls upon the

Continued on page 200

GENUINE Thermos Bottles
The man who carries his lunch appreciates the advantages of a good Thermos Bottle when the thermometer is below zero and he needs a hot invigorating drink.
Liquids kept hot for twelve hours.
We have them in all styles and prices.
Satisfaction guaranteed. Prices right.
THOMPSON & SUTHERLAND LTD
THE HARDWARE MEN
STORES

A Nice Assortment of THERMOMETERS priced from 25c up
S SOMETHING YOU NEED EVERY DAY IN THE
BUY IT NOW.

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What's The Temperature This Morning?
The question usually asked on a very cold day.
Our reliable clear-reading Window Thermometers will tell you. Furnished in Metal or Glass.
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Consumers' Hardware & Supply Co.

Fireplace Furnishings
Open fires, so grateful these chilly days, naturally suggest Fireplace Furnishings which we offer in ample variety, including
FENDERS ANDIRONS SPARK GUARDS
The Fenders and Andirons are shown largely in the popular dull black effect in which we also have Fire Iron Sets consisting of Tongs, Poker, Shovel and Hearth Brush. These you'll find in our
FIREPLACE FURNISHING DEPARTMENT
W. H. THORNE & CO., LTD.

A VIEW OF THE MAIN STORE

A glimpse through the main store of J. S. Mitchell & Co., Ltd., where well lighted offices are located. Well polished plate-glass, silent salesmen are arranged in squares throughout each department. The floor and wall cases also carry out the same plan of display. The stairway to the second floor is visible, also the automatic sprinkler system and the electrically operated cash-carrying system. The effect is rather that of a high-class jewellery store, and puts the hardware business on a slightly higher plane than is generally recognized.

How a Broad Vision

Remarkable Strides Made by J. S. Mitchell & Company, Sherbrooke, Quebec—Spacious Block Built on solid Rock—Mining and Mill Supplies Are Important Department of Trade

J. S. MITCHELL & CO., LTD., Sherbrooke, Que., have enjoyed great expansion since the founding of their hardware business in 1876. Doubtless it was sound vision which the late J. S. Mitchell had when he entered business life those forty-four years ago. In the centre of a richly-blessed agricultural and timber and mining area, why should this—then small town—not enjoy a growth that would bring to the budding hardware firm a share of the success that was to be apportioned among the optimistic business generation of half a century ago? But success comes to the energetic and those whose initiative brings its own reward. In consequence of this, the Mitchell business can well be proud that adherence to these cardinal points has brought to them distinction, as well as success, being, as they are, one of the most widely known and most highly respected firms in the whole of the Eastern Townships.

Shed Swaddling Clothes

There comes a time when, within the old and circumscribed walls of many business enterprises, the demands require that if progress is to be maintained, the swaddling clothes of early beginnings must be discarded. In connection with the growth of the Mitchell business this was perhaps hastened through the destruction by fire of the old premises on Wellington Street. Nothing daunted, the firm set to work on the erection of a large business block of its own. Nothing was considered too sound for this business which had attained such status of permanence. Only a large, well-lighted, and well-located store would suffice. For this reason expense was not spared. This gave the firm, when completed, a store and warehouse capacity which has been a source of pride to them for eleven years. In 1909 the larger store was erected. Its

Built a Big Business

Unique Store Fixtures Give an Air of Individuality—Elevates the Customer's Appreciation of Hardware Trade by Use of Up-to-date Fixtures and High-class Appointments—Reducing Insurance Charges

location is central and is one of the best in Sherbrooke.

Perhaps the very things which the first store lacked were the best guides toward suggesting to the management those improvements which would give them such appointments as would reduce labor to the minimum; make serving of customer speedy and pleasing, and afford, for the stock, the best arrangement and surest protection. In any event the appointments are unique and have that "different" air about them which gives the Mitchell store an atmosphere of individuality.

Glass-Panelled Cases

As one enters the store the very first point of interest, and particularly to the observant customer, is that of the special floor cases. These contain a wide variety of goods, including tools, silverware, plated wares, cut glass, etc., and possess some advantages that are worthy of special reference.

These special cases are approximately 6 feet long, 6 feet high, and 3 feet wide. The capacious proportions of the floor make possible the use of cases such as these. Advantage attaches to these cases in that with a floor expanse of probably 3,000 to 3,500 square feet, they may be placed, as they are, so that there is no crowding. Another advantage is that some of the cases have two facings. Goods may thus be displayed both ways; the glass-panelled doors keep out the dust, as well as enhancing the appearance of all displays made.

Cases are adjustable to any desired type of goods. Plated ware, cut glass, china, nickel-plated wares, tools, vacuum bottles, and many other lines are displayed to the best possible advantage, are readily seen by the customer and easily accessible by the salesmen. "There

A SECTION OF THE MAIN STORE

Herewith is a view of one of the sections of the store, showing how well the cases are employed to display such lines as crockery and silver-plated ware. A close-up view shows how the wall cases are used to supplement the display plan as carried out by means of the silent salesmen. A complete stock is indicated, and the goods are kept in the best condition though on full view. Electric lamps on the showcases and other specialties are to be noted, which combine to give a much-desired effect.

is one improvement that I would make, however," said Mr. Malcolm Mitchell to the representative of Hardware and Metal, "and that is that such cases would be better if they were not quite so high. If 6 inches or a foot lower they would enable one to have an unobstructed view all over the store."

Other Good Fixtures

The main wall case for shelf hardware is to the left of the entrance as one enters. Here, this fixture, beginning very near the front of the building and immediately back of the display window, affords a comprehensive display, and thousands of samples are readily available. For the most part the original packages are maintained, and in order that full advantage may be taken of the height from floor to ceiling, a staging or mezzanine floor effect has been provided midway between floor and ceiling. Space is thus secured that would be of much less value, were is possible only to reach these goods by ladder. The customer may ascend and view the goods with a minimum loss of time.

All fixtures are uniformly stained, and the finish is thus pleasing to the eye. The fixtures were made for the Mitchell Company according to their own ideas, and for this reason they are decidedly well suited to the purposes for which they were made.

The floor cases, or silent salesmen, are well adapted to the tools, cutlery, flatware, cut glass, hand-painted china, etc., which they contain. By such means sales are the more readily effected, and in a general way the effect they help to create for the store as a whole, is most pleasing.

Reference to the photographs herewith will give a good impression of the use which is made of other sections of the store. High-backed wall cases are used for cut glass, china, brassware, electrical goods and various kinds of jewelry. Particular note should be taken of the U-shaped case enclosure at the front of the store. This idea, particularly in a large and spacious store, is always worth the rather considerable outlay this arrangement entails.

The Bigger Vision

While there must needs be a beginning to every business, it is imperative for the business man who would be successful, that there be a steady and satisfactory growth. With the Mitchell business, for instance, the larger and broader vision was grasped many years ago. While hardware was being offered and sold extensively to the trade, Mr. Mitchell believed that was no reason why other lines could not be sold, and sold profitably. Such an idea, developed, has meant great growth for J. S. Mitchell & Co., Ltd.

It was with real satisfaction that the late Mr. Mitchell stated to Hardware and Metal that he had brought into Sherbrooke the first car of anthracite coal that had reached that district. The good old box stove was doomed, to a great extent at least, once the populace learned to make use of the new fuel, and this meant the development of needs for new hardware lines, gradually being manufactured from year to year to supply new needs. It also meant development and increased sale for these very goods. Thus, the larger outlook and broader vision enabled the Mitchell Company to cast aside the raiment in which they were necessarily clad until this bigger programme started to work out in an extensive manner.

Two Other Directions

But this was not all. There were rich resources in the Eastern Townships that nature had left. These would be tapped. They would give wealth to the capital that developed them and wages to the hundreds who assisted in relieving Mother Earth of her hidden treasure. But before this wealth could be reaped the tools and implements, supplies and equipment for securing such wealth must be available. Here, then, was the Mitchell Company's opportunity for developing a trade in mining and mill supplies, and in these directions an active trade has been built up. To-day a very heavy percentage of the annual business is made up of mill and mining supplies and explosives, and the company specializes in these. They can therefore command orders for any quantity, be it for one article, a dozen, or a hundred. In thus going after this business in this way the trade of the small user and that of the largest consumer can be catered to successfully and profitably.

Another development of rather more recent dating is that of the sale, to large companies and others, of pulp mill supplies. This is an active department at the present time, and all these developments indicate how important it is for the retail hardware man to look ahead with a clear vision and a broad outlook.

Know Your Community

It is of great importance to know one's customers. How is one to know them? There are ways many, but here is surely a suggestion worth while.

"I like to read the local paper," remarked Mr. Malcolm Mitchell to Hardware and Metal, in commenting on the value of newspaper advertising. "There is always something to be gleaned about what is doing in the district, or elsewhere." Someone may be erecting a new barn or house. It gives us a chance to

MUST KNOW ALL LOCAL DOINGS TO GET MOST OUT OF PROSPECTIVE TRADE

The importance of keeping in close touch with doings in the local community, as a factor in getting the largest volume of business possible, is emphasized by Mr. Mitchell. Someone may be erecting a new barn or house. Whenever an election takes place there is work to be done in securing a share of local improvements to be executed in the ensuing year. It is only when such information as this is secured that the greatest effect can be secured through the medium of newspaper advertising and other publicity. When you know the needs of the market then you are in position to go after it by the most direct route. This is briefly the creed followed in this store.

MAKING THE MOST OF LOCAL TRADE OPPORTUNITIES

Making the most out of the particular class of trade which characterizes the country in which the merchant is located is another creed to follow. It is wise to concentrate upon the possibilities of that trade. It may be a class of trade which few other hardware merchants have ever experienced and there may be no precedent to act upon. Then it requires all the resourcefulness at the retailer's command to make the most of his possibilities.

J. S. Mitchell & Co., starting in Sherbrooke, Que., were the first firm to bring anthracite coal to the district and immediately the death knell of the old box stove was sounded. This started a movement toward the adoption of progressive ideals in other spheres. There were rich resources in the Eastern townships to be tapped in order to provide the wealth to carry on business, and tools were necessary in large quantities. By giving the ball a start, it has kept on rolling until now the Mitchell Company is making the most of its opportunity for developing a trade in mining and mill supplies. Pulp mill supplies are now being handled to a large extent as well, owing to the development of this industry in the Province of Quebec.

For retail trade, paints are stocked as shown, one of the centre floor cases being employed to carry a variety of shades in the various sizes. In the distance, on the wall of the store, will be seen various hardware, in the original packages, and which is easily accessible from the suspended staging, or floor, elsewhere described. Color cards and other helps to customers are always kept within easy reach and these specialties are rendered more effective by the co-operation of the salesmen in this department, who are always ready to advise a customer as to his requirements.

get after the order for material. Even in the case of the election of a new local improvement council, the various councillors may be communicated with regarding their requirements for the coming season."

Very important observations these, and coupled with the message from the store through its advertising space, they make for business friendship that endures. If there is a new device for the farm or the home, Mr. Mitchell believes that the proper thing to do is to make this known through the regular weekly paper to the farmers and citizens generally. They cannot be informed unless the store thus takes an interest in them by giving the facts, and generally the price.

Reducing Insurance

A low rate of insurance on the Mitchell stock and building has been secured through the installation of a sprinkler system of fire protection. It has secured a rate of less than one quarter of one per cent. for the firm, and this is a very low rate indeed. In addition to this, the feeling of security this system brings to the management is worth much and is looked upon as an investment.

To the rear of the store is a spacious iron house, where pipe and iron are stored. Not a cent of insurance is necessary on this as far as fire in concerned. The place is built of iron beams and supports, and being covered with metal there is absolutely no necessity of carrying insurance. Pipe, for some of the supports, is used, and altogether this idea has worked out well.

One thing of which the firm is specially proud is the flood of light that is obtainable from the well-lighted windows. The expanse of glass, both front and rear, makes the use of incandescent lamps unnecessary for the greater part of the day. The windows are large and easily accessible.

Satisfaction to Reflect Upon Early Days and Subsequent Growth

It would be safe to say, perhaps, that the beginnings of the average Canadian hardware merchant have been modest. Some, but they are in the minority, have been born with the proverbial silver spoon in their mouth. That may or may not be a fortunate thing. But when a business dates its growth away back to the seventies, and when this beginning was modest, how great a satisfaction to reflect upon those early days and make mental recall of the stages through which one passed along the pathway to commercial success, and through it all to carry a host of business friends who have been loyal at all times.

USEFUL SUGGESTIONS FOR FALL

With the summer outing season now over, it is a good time to get the machinery moving for the sale of phonographs, victrolas, etc., which are much in demand during the cool months for indoor entertainment. This is a profitable line for the hardware merchant and an increasing number of them are being sold through this trade each year. Here is a good display of phonographs in an Ontario hardware dealer's store showing the splendid department fixed up for the purpose.

All the housecleaning is not done in the spring either, by those who only houseclean once a year, and then there are the large number of housewives who are extra particular and believe in cleaning up twice a year. The cool weather of fall is looked forward to as a favorable opportunity to get the house in shape for the winter months, and the dealer should not overlook the trade possibilities in housecleaning lines at this time. Here is a timely display of brushes, mops, brooms, etc.

WINDOW AND STORE DISPLAYS

Much attention should be paid to the arrangement of effective window and store displays of stoves, ranges, grates, etc., during the fall season, for it is then that the housewife's mind turns to thoughts of that new outfit she has been promised. The above shows a good display of stoves and kindred lines, all well polished and the whole display well laid out.

Here is a window which will help to stir up enthusiasm at this time of year. It is a realistic scene and very true to life. The tent is there with the gun, cooker, utensils, trees and leaves scattered around to carry out the effect of fall. The only unnatural thing is that the object of the hunt is a little closer than usual and a little too close for safety. ***Window by Capital City Hardware & Sporting Goods Co., Regina.***

How About a Slogan for Your Store?

Store Slogan Idea Developing Among Hardware Trade in Canada —Many Advantages of a Good Trade-Mark Accrue to Store with a Good Slogan if it is Lived Up to—Some Slogans Now Used by Canadian Hardware Stores.

A GOOD slogan for the retail hardware store has many of the advantages which a good trade-mark brings to the wholesaler or manufacturer. For many years past there has been a growing tendency on the part of wholesalers and manufacturers towards the adoption of a trade name for their line of goods which will identify it at all times and thereby emphasize the qualities which are claimed for it and which give it a place in the market in competition with other lines. This is a movement which originated in mediaeval times and which has been brought to a stage of perfection within this generation.

The store slogan will convey to the minds of your customers the service or standard you are endeavoring to attain and in adopting such a slogan it should be kept in mind that inability to live up to the slogan will greatly depreciate the standing of the merchant in his community.

Store slogans are being adopted on a broader scale to-day than at any time in the past. Some of these are based on service, others on quality, reliability, complete stocks, wide selection, guarantee, courtesy, etc. There are a number of points which can form the basis of the slogan, and when one is adopted it is wise to use it at every opportunity. The slogan should be on the window, on the advertisements, on the stationery and bill-heads. Every medium should be used for impressing the slogan upon the minds of customers and prospective customers, providing, of course, the slogan is one which is worthy of such attention.

For the benefit of dealers who may be considering the adoption of a store slogan the following slogans, as adopted by various retail hardware stores in all parts of Canada, will be helpful:—

"It Pays to Deal at May's"
May Bros., West Toronto, Ont.

"Fredericton's Big Hardware Store"
J. S. Neill & Sons, Ltd., Fredericton, N.B.

"The Old Reliable Hardware"
F. P. Turner, Pt. Colborne, Ont.

"The People's Hardware"
G. R. McLean, Waskada, Man., and J. R. Yeoman & Son, Thamesville, Ont.

"The Red Front Hardware"
S. McIntyre, Durham, Ont.

"It Pays to Pay Cash Here"
J. H. Lee, Oakville, Ont.

"The Five Points Hardware Store"
Otton Hardware Co., Barrie, Ont.

"The Store with a Stock"
Cowan Hardware, Ltd., London, Ont.

"The West End Hardware"
F. W. Karn, Woodstock, Ont.

"The Leading Hardware"
Bridge Bros., Thessalon, Ont.

"The Big Cash Hardware Store"
T. Squire, Brantford, Ont.

"Everything Worth While in Hardware"
C. R. De Witt, Carleton, Ont.

"If It's Hardware Get It at Moore's"
H. E. Moore, Oakville, Ont.

"The Hardware People"
R. Chestnut & Sons, Fredericton, N.B.

"The Up-to-date Hardware Store"
J. Aitchison, Southampton, Ont.

"If It Comes From Herity's It Must be Right"
Herity Hardware Co., Kerrobert, Sask.

"The Reliable Hardware"
Lacroix Bros. & Co., Prince Albert, Sask.

"The Big, Busy Hardware"
McKelvey & Birch, Kingston, Ont.
Latham's, Moose Jaw, Sask.

"We Have What You Want"
Bond Hardware Co., Guelph, Ont.

"Our Motto Is Service"
Rouleau Hardware Co., Rouleau, Sask.

"Everything We Sell We Guarantee"
Waite's Hardware, Orillia, Ont.

"Quality Lingers Long After the Price Is Forgotten"
B. F. Morris Hardware Co., Leduc, Alta.

"You Can Get It at McAvity's"
T. McAvity & Son, Ltd., St. John, N.B.

(Continued on page 202.)

Planning for Annual Stock Inventory

Many Dealers Unfamiliar with Best Methods to Take Stock with Least Inconvenience—Accuracy an Important Factor if Result is to be Reliable—Present Business Conditions Make More Necessary an Accurate Business Record—Plan Followed by A. Workman & Co., Ottawa.

A system of stocktaking, as followed out by A. Workman & Co., Ottawa, and which avoids the necessity of closing the store during this period, is to employ night shifts of some of the employees in conjunction with a special accounting plan. The first operation is to start men where packages are full, in the reserve stock section. A book listing "Goods sold from stock taken" is opened, as well as a book listing "Goods sold from stock not taken." By keeping an accurate record in these books of the movement of every piece of stock after stock-taking has started, it is a simple matter at the conclusion of the operation to arrive at a fairly accurate statement by a little deduction.

HAVING received several enquiries from hardware dealers as to the best method of taking the annual inventory with a minimum of inconvenience to the store's trading, the experience of a number of dealers, as outlined herewith, may suggest some new point of value in this undertaking to other dealers.

Under present circumstances where price fluctuations are numerous it is imperative that every hardware merchant should know just where he stands, what merchandise is making profits and what is stagnating on the shelves. In order to get a good start with a clean sheet early in the new year, the dealer should give this matter attention and now is a good time to revise the best means of carrying out this undertaking.

One hardware merchant explains that he always fixes the actual date on which the inventory is to be written up. "I begin by marking out the work fully a month before hand, and we make a start by grouping everything together in our cellar and storeroom, keeping a sharp eye on the actual conditions of the various goods, so that if it should happen that anything is out of order when the day of writing up the stock arrives, the real value of the goods will be noted. In this way one is in a position of knowing clearly and correctly the actual value of the stock.

"At this time, or rather just before it, I take care to buy as little as possible from the wholesaler, so that it makes it easier for my assistants to carry out their part of the work properly. All containers should have a label placed on them showing the contents of the receptacle in each case, and marginal space left so that in the interval if anything is taken from stock it may be noted accordingly. Thus, by the time stocktaking day arrives everything outside and within the store, is in good shape in the writing up of stock.

Goes Over Stock Thoroughly at Night

"In the evening, after the store is closed, we proceed in earnest at writing down everything in the store, great care and system being taken so that no small corners are missed. This might mean quite a considerable loss in the final total if not carefully checked up. I always begin right in one corner of the store, close to the front, and go over the stock shelf by shelf, beginning at the top shelf and coming right down to the floor."

Slip in Each Drawer

It is very necessary to have a slip in each drawer with a sufficient margin to mark off any goods sold in the interval. In the case of shelving where there are no boxes it is well to decide on either the left or right hand end of the shelf, for placing the sheet containing the list and carry out this system throughout the store and thus eliminate counting some stock twice, and in other cases missing it entirely. It often happens that several cases of the same article have been opened and some of the goods removed. It is well to go over all such cases and fill as many as possible to count at the last minute.

Stocktaking is almost invariably done during the quiet seasons, and it should be a house-cleaning time as well. A good suggestion is to house clean first, starting a few weeks in advance, to clean out shelves, bins and drawers, etc., laying aside any articles that are slow sellers, shop-worn or the tail end of a line of goods, etc.

Will be Surprised at Amount of Capital Tied up in Dead Stock

Following out this plan will surprise many merchants at the amount of cash tied up in dead stock. A succesful idea has been to put this line of accumulated stock out on display and advertise it, either in the local paper or by table or window display. It will be found that it is not always necessary to greatly reduce the price. Some merchants state that if this plan is carried out before starting to count the stock that the clerks and the boss himself will take more interest in trying to push the sales of these old lines with the final result that the new fiscal year will be started off on a paying basis with all clean and up-to-date stock.

Record Sections of Store Separately

In entering goods in the stock book it is a good idea to have sections of each portion of the store recorded separately for the convenience of reference later, or in case of fire or burglary. It might be necessary to check up for any one of the foregoing reasons at any time and this separate recording of various parts of the stock would thus be of value.

The actual stocktaking is not all the work that is necessary by any means. There remains much office work to be done and this should be tackled immediately. Books must be posted right up to date. Great care should be taken as to the exact amount of cash on hand and in the bank, it being fully verified right away so as to avoid any error.

Once all the data of the wholesale and retail ledgers is ascertained, the work of making extensions of the stock can be proceeded with a little more leisurely, and all the work leading up to the final balance is done at one's own convenience. The aim is, of course, to price every article at the amount it would cost to purchase at the time of stocktaking and always allowing for discounts where they are allowed.

Taking the Inventory

Accuracy always is the keynote of inventorying. The object is to ascertain, beyond the slightest doubt or reasonable question, just what mechandise and other things you have. The count must be right. Nothing else will do. Where it is necessary to estimate, like when we have a barrel of oil partly used, the estimate must be conservative. If it looks somewhere between 15 and 20 gallons put it down at 15. Get on the inside always where there is a doubt. Otherwise, where it is possible to weigh or count, get down the exact amount of saleable

goods. If there are damaged items, put them in below the sound ones, indicating as nearly as you can, what they are worth.

These are rules always to be observed; but if ever there was a time when one should be extra conservative, that time is right now. Things have been advancing rather steadily for a long time. Men have become a little liberal, sometimes reckless, about ordering. They have felt that everything was "a safe buy" until some are loaded up heavily. Nothing is "good property" which does not turn normally. Some lines have the disadvantage that they deteriorate steadily.

Now, I am going to prophesy that things are due for a slump. It is always foolish to prophesy and right now it is absolutely superfluous, for one mighty cogent reason—this:

Loss and Shrinkage There Already!

That on such goods as you have in excess of normal current requirements, you have sustained the loss already, regardless of the market! Get that? Every day you keep goods on hand costs money. Therefore, any goods you hold beyond the normal time of turnover have piled up against them an abnormal expense. When this extends beyond a certain very narrow limit, your loss is just bound to exceed any advantage that can possibly accrue from what you like to call "good buying."

There is, as a matter of fact, just ONE kind of good buying. That is underbuying. That makes for the quick turn, and the quick turn is the whole law and profits in retailing.

So there is no use trying to sidestep the fact that excess stocks stand you a loss; that the loss is there now, whether you admit it or not. So we need not speculate on what the market is going to do in that connection.

How Shall We Price Our Stocks

All these factors influence the value of your stock on hand. If you have goods enough to cover your normal sales for five months ahead, that stock should be taken in at not more than 80 per cent. of its replacement value, and 75 per cent. would be better. Such facing of plain facts may cause you to slow up on liberal buying for a long time. If you slow up as a permanent habit you will make more real money out of your business!

These are hints at how to price your goods. How far you will go on other lines depends on your own circumstances and environment; but a hint or two from some very successful people always must be of value.

Here's One Plan

In one big jobbing house the practice is this way: In case of goods which have advanced since they were purchased, the value is put in on original cost. Where goods have declined since they were bought they are priced on the basis of replacement costs. This, you see is working against the stock with a vengeance, but this is done by a very successful concern.

Remember, too, that whatever value you put into your inventory you will not change the actual value of the merchandise. If, therefore, you value it too high, the stock will not pan out and you will be badly fooled. If you undervalue it the stock will come up better than you calculated. That is the only kind of self-fooling that you can afford to have around your shop.

What will you do when you have the lists completed? Obviously, you yourself must work nights and at every odd moment pricing and totalling the sheets so you can balance your books. This work always is most valuable to every thoughtful merchant, for it will show him precisely where he has too much stock—and practically all of us are subject to this weakness.

This is the finest time of the year to see just how much more than you should have is in stock. As a preliminary, you might figure out what you should have, based on your sales.

Keep It Normal

Having set down that kind of figure for your own business, you will be astonished to find how much you have in excess of what you should have. Then, when you have found this out you will begin to reduce stocks. It is not so desirable that you make a cut-price sale, though you may have to reduce some items to clean them out, as it is that you stop buying. Cut every order down to just what you must have. When you have reduced stock to normal, keep it there. That is perhaps as valuable a result as you can expect to get out of the habit of taking an inventory.

But take the inventory anyway. Know where you stand at least once annually.

Some Illuminating Statistics

Canada's Growth, 1867-1919

	1867-8	1919-20.
Paid-up bank capital	$ 30,289,048	$ 124,712,670
Population	3,371,594	8,750,000
Bank deposits	37,678,571	1,841,478,895
Life insurance in force	35,680,082	1,765,376,691
Fire insurance in force	188,359,809	4,585,923,617
Post-offices	3,638	12,622
Railway mileage	2,278	38,879
Railway gross earnings	12,116,716	330,220,150
Total trade	131,027,532	2,351,174,878
Imports	67,090,159	1,064,516,169
Exports	52,701,720	1,286,658,709
Immigration	None	117,000
Customs duties	8,801,446	187,520,613
Vessels registered	5,693	8,568
Manufacturing capital	77,964,020	2,786,649,727
Employees	187,942	692,067
Salaries and wages	40,851,009	553,301,075
Value of products	221,617,773	3,015,577,940
National debt	75,757,135	1,935,946,302
Mineral products (1871)	10,000,000	167,000,000
Fishery products (1870)	6,577,391	61,368,502
Forest exports	18,742,625	70,569,199

Trade With Other Countries

	Exports.	Imports.	Total.	Duty.
1911	$ 297,196,365	$ 472,347,540	$ 760,443,905	$ 73,312,368
1912	315,317,250	559,320,544	874,637,794	87,567,037
1913	393,232,057	692,032,392	1,085,264,449	115,063,688
1914	478,997,928	650,746,797	1,129,744,725	107,180,578
1915	490,808,877	629,444,894	1,120,253,771	70,205,910
1916	822,872,502	564,505,796	1,447,378,298	103,940,101
1917	1,375,758,145	873,437,426	2,024,567,406	134,000,000
1918	1,586,169,792	962,543,746	2,548,713,533	161,588,465
1919	1,268,765,285	916,429,335	2,185,194,620	158,046,334
1920	1,286,658,709	1,064,516,169	2,351,174,818	187,520,613

Immigration From All Sources

	British	U.S.	Other countries	Total
Fiscal year 1916	8,664	36,937	2,936	48,537
" " 1917	8,282	61,389	5,703	75,374
" " 1918	3,178	71,314	4,582	79,074
" " 1919	9,914	40,715	7,073	57,702
" " 1920	59,603	49,656	8,077	117,336

Total immigration, 1900-1920, 3,428,834, viz.: British, 1,248,549; American, 1,318,449; other countries, 861,116.

Manufacturing—Industrial Census, 1915-1917

	1915	1917
No. of establishments	21,306	34,392
Capitalization	$1,994,103,272	$2,786,649,727
Production	1,407,138,140	3,015,577,940
Employees	514,883	692,067
Salaries and wages	289,764,503	553,301,675
Cost of materials	802,133,862	1,605,730,640

Lifts Hardware Business to High Plane

W. G. Edge Ltd., Ottawa, Bring Years of Experience in Plumbing and Kindred Business on Entering Broader Field of Hardware Trade—Separate Women's Department Caters for Their Trade—Prize Contest at Store Opening—Saleswomen Sell Household Goods, Advertise Recipes—Unique Stock-Keeping System.

THE new hardware store of W. G. Edge, Limited, opened in Ottawa early this year, has been a source of considerable interest since its opening. The inaugural proceedings held in April last were successful in securing favorable recognition of the hardware business which has evolved from an old established business formerly restricted to plumbing and kindred lines. While discussing matters pertaining to the hardware trade in Ottawa with various merchants, the statement was made to the representative of Hardware and Metal: "If you want to see a hardware store where a woman may shop without fear of soiling her best dress, go to Edge's." We went and found confirmation of this opinion for the Edge, Ltd., store has a neat and well arranged appearance and everything is kept spick and span. This fact is evidenced by the views of the store shown herewith.

Women are shopping to such an extent in the present day, and the development of the hardware business has brought within its range such a multiplicity of lines in which women are interested, that the Edge Company thought it well worth while to take steps to appeal to this class of trade, though of course not overlooking possibilities in other directions.

The system of management and of showing stock is perhaps a novel one in Ottawa, being a combination of that used in many stores throughout the country and adopted as best for the class of trade this store is desirous of cultivating. Throughout the store all the goods are in full view and marked with plain price figures. This applies to the show windows and to interior displays, and this practice is quite evident to the customer on entering the store. The view shown looking from the front to the rear of the main store shows up-to-date showcases constituting two complete sections on either side of the main aisle which extends to the stairway at the rear. Halfway between this floor and the one above, at the rear of the store, is the office of the store manager and other staff. A glass sign hanging prominently in the stairway indicates that the Household Goods department is on the next floor above.

Herewith is a view of the store front of the W. G. Edge Ltd. store, Ottawa, Ont., showing the great expanse of window space available for display. The various departments are mentioned above and below the downstairs windows, and they are arranged at an angle, meeting at the store entrance. The upstairs windows give ample room for the display of goods carried in the Women's Department. The window trims are frequently changed so as to take best advantage of their value in bringing business and are changed to correspond with lines advertised in the daily newspaper.

The Women's Department of the W. G. Edge Ltd. store, Ottawa, showing a wide range of household goods, including kitchen and laundry utensils, oil stoves, refrigerators, washers, electrical table appliances, floor polishing outfits, hammocks, vacuum cleaners, bird cages, etc. Saleswomen are employed exclusively in this department, as it is found they are better fitted to make suggestions for the use of such articles in the home. Recipes are advertised to help sell utensils required in their making. Thus 1,030 preserving kettles were sold in a recent sale.

How to Make Store Opening a Success

The store was opened on April 17th last with a staff of fourteen, and a complete stock of shelf and heavy hardware, builders' supplies, silverware, bicycles and accessories, electrical and automobile accessories and plumbers' supplies. W. G. Edge, president, started in the plumbing business in 1907, since which time a large connection with architects, contractors and others has been built up. This connection is looked to as a source for considerable trade now that a complete hardware line has been added to the original business. On the second floor in addition to the household goods department, is the section devoted to builders' hardware. Access to these departments is either by way of the stairway or an elevator which is located to the left of the store entrance.

Unique Stock-Keeping System

The stock-keeping system in the Edge store is unique, and the management is very proud of the success they have achieved in so arranging stock that a new clerk can within an hour be so fully conversant with the location of the goods that he will have no difficulty putting his hand on whatever is required.

Reference to the view of the main store will indicate that wall cases painted a nile green bear samples of the lines contained therein. Below these cabinets are drawers, and above the cabinets are shelves. Above the shelving will be noted a letter of the alphabet for each section. This is the key to the stock-keeping system. The stock records show the goods in alphabetical order, and the number of the cabinet containing them. Any overflow from one cabinet is placed in another and an entry made on the stock sheet. A surplus of stock is kept on shelves or drawers in each section. This plan extends throughout the whole length of the store and offers a very great expanse of shelf room to supplement the displays in the showcases.

Not a Counter—Twenty-Eight Showcases

Not a single counter is to be found in the Edge store, to mar the clean-cut effect of well polished glass display cases, and no expense has been spared in completely furnishing the store with the most up-to-date fixtures. There are twenty-eight showcases on the main floor and a cash register located in the centre of each section. A special rack for bicycles is placed at the rear of the store near the stairway.

The front showcase on the left contains a display of silverware and flatware. Other cases in this circle contain displays of planes, automobile accessories, thermos bottles, watches, compasses, etc., horse clippers, vises, etc. The circle on the right contains displays of sporting goods, braces and bits, whetstones, oilstones, emery wheels, oil cans, roller skates, fishing tackle, automobile accessories. An indirect lighting system is used throughout the store, and lends a very pleasing effect in keeping with the whole arrangement.

Absolute Courtesy from Every Clerk

Absolute courtesy from every clerk is required in the Edge store. "No clerk is so valuable that the store can afford to lose customers through any incivility on their part," says Mr. D. S. Burrows, manager of the store. The staff work on a salary and commission basis and each is held responsible for selling a set quota. A drawer is provided in the cash registers for each clerk so as to preclude any possibility of confusion and to keep the record of each clerk separate for checking purposes.

Pleased Women are Good Advertisers

Prior to the opening of the store a letter was sent out to a selected list of women in the community, offering articles of kitchenware for purchases of a certain amount, and announcing the opening of the store. Though the elevator was not running at that time the

Looking from front to the rear of the main store of W. G. Edge Ltd., Ottawa, Ont. The two circles of up-to-date showcases, twenty-eight in number, are shown, as is also the plan followed in wall fixtures. The wall cabinets are painted a nile green and samples of lines stocked therein are shown on the door. Above the cabinets are four shelves and below the cabinets are drawers. Each section goes under a letter of the alphabet, which corresponds with a record on the stock-sheet. Thus a new clerk has immediately a complete index to the stock of the store. The raised flooring at the rear is the office, and a stairway leading from the landing shown gives access to the Household Goods Department on the next floor. To the left at the entrance to the store is a passenger elevator for the convenience of customers.

enthusiasm of the women who visited the store and the department on the 2nd floor was not dampened and the opening was a great success. The management know that women are good advertisers for anything which pleases them, and the fact that here was a hardware store catering for their trade was sufficient to carry the news far and wide. It is estimated that over a thousand women visited the store on the Saturday of its opening. A large percentage of Ottawa people became acquainted with the store during the first few days.

The view of the household goods department as shown herewith shows the various utensils well displayed on tables and wall shelves. Electric washers, oil stoves, vacuum cleaners, refrigerators, carpet sweepers, hammocks, bird cages, laundry utensils, electrical table appliances, and floor polishing outfits are also shown in this display. A cash register similar to those on the main floor is also located in this department.

Saleswomen Best in this Department

A feature of this department is that women are to be employed exclusively to sell household goods. The management feel that women, if naturally good salesclerks, are more successful in work of this nature. They are better acquainted with the various uses to which these goods are put in the home and are therefore better able to offer suggestions which increase the utility of the lines carried.

Advertise Recipes

A novel plan being followed out is to advertise certain recipes of puddings, cakes, etc., and simultaneously advertise the pot or pan required for it. This plan has only been tried a few times since the opening of the store, but so successful has it been that Mr. Burrowes plans to make it a regular feature when his organization is complete. The salesgirls in this department will then be exclusive from the rest of the store trade and such practice as clerks from the main store bringing customers to the household goods department and selling them goods on their own account is to be eliminated. Following out the plan above mentioned it is significant that at a recent sale 1030 preserving kettles were sold through this department.

Big Pipe Trade in Plumbing Department

The plumbing department is now established in the main store, it being the last to be incorporated on account of the necessity of removing it from the original plumbing store. As previously mentioned plumbing supples have formed the basis of the Edge business for some years, and a large clientele has been established not only in Ottawa, but in Montreal and Toronto as well. At the present time the company employs in the neighborhood of 35 men in each of these three cities.

A department at the rear of the main store is set aside for the plumbing goods and a display in keeping with the store is shown at all times. A feature of the present trade in the plumbing department is the quantity of pipe being sold to people who are doing odd jobs around their homes. For this class of trade two pipe machines have been installed in the department. A constant connection is mantained with contractors, architects and others as to developments in building construction.

Best Use of Window Displays

To advertise all departments of the business the very best use is made of every medium. The windows are a study in themselves. A glance at the picture of the store front, as shown herewith, shows a great expanse of window display. The downstairs windows are arranged at an angle, meeting at the doorway to the store. Above and below the windows are listed the names of the various store departments. Upstairs the windows are a constant advertisement of the Women's department, and a display of lines sold in this section is constantly shown. The trim in all windows is changed frequently in order to make the very best use of them.

Use Trade Mark and Slogan In Newspaper Ads.

Newspaper advertising is also used quite extensively by the Edge store. A feature of their advertising is the use of a trade mark represented by an owl. The store slogan, "The Hardware Store with a Service," is also reproduced in all advertising. Some samples of ads. used in local papers by this store indicate that practically the same size space and design is followed in each case. This plan has the effect of acquainting readers with the plan always followed, so that a glance over the paper will indicate to the reader that when his eye scans this advertisement he knows immediately whose it is without looking at the name. Each advertisement is well illustrated and prices are plainly shown on each article. The advertisement used to indicate the winners in a contest held on opening day is reproduced herewith along with some other regular ads. The first prize was $20 worth of kitchenware, $10, second, and $5 third. These handsome prizes were given to the ladies selecting the best range of kitchen ware in either aluminum, glass, tin or agate, not to exceed $35 in cost, and to be sufficient for a family of two. The supervisor of Domestic Science of the Ottawa public schools decided the winners. Much interest centered around the contest and it was largely responsible for the enthusiasm which was developed in connection with the store opening.

Premises Entirely Remodelled

The store occupied by W. G. Edge, Ltd. is the store formerly used by R. M. McMorran. The premises were entirely remodelled, a new front was put in and a passenger elevator installed. The underlying idea in the planning of the store has been to have the most modern arrangements in order to secure best service at a minimum of labor.

Store Manager Has Good Record

The company has been fortunate in securing as manager the services of Mr. Harold des Rivieres, formerly of the W. A. Rankin Company, Ottawa. He was connected with Graves Bros., for a period of five years, from 1900 to 1905, and later with the Butterworth Company until 1908, at which time he was affiliated with the W. A. Rankin Co., until becoming a member of the Edge, Ltd. organization. He has always been aggressive and most anxious to secure and adopt the newest ideas in the hardware business.

The accounting and invoicing of the organization is handled by the original staff of W. G. Edge, Ltd., with some additions. The record of the original company was a standard of giving the best satisfaction to all its clients at all times, and the same motive underlies the augmented organization which is now well entered upon trade in a larger sphere.

FALL AND WINTER ADVERTISING SUGGESTIONS

Continued from page 187

house-owner to look over the windows and storm sash preparatory to the advent of cold weather. It reminds him that stopping up cracks with paint or putty will save fuel. Other lines advertised include asbestos paper, stovepipe enamel, weather strip, coal scuttles, oil heaters, stove boards, ranges, electric lights.

An ad. by McLaren Hardware, Pt. Elgin, Ont., also advertises fall requirements in a general way, including lanterns, glass, and builders' requirements.

Working Gloves, Mitts, Etc., For Cold Weather

An ad. on this line is shown by B. O. Parker & Co., stating as follows: "Now that the cold weather is here every man who has an outside job will require a pair of good working mitts." Other lines included are robes, horse blankets, etc.

Some samples of advertisements as used by W. G. Edge Ltd., Ottawa, in local newspapers. The plan is followed of using approximately the same size space on each insertion. The same design is followed out and the trade-mark appears in each ad. Thus a person who has once become acquainted with the appearance of this store's ads. will recognize them on glancing over the paper hurriedly. The slogan, "The Hardware Store with a Service," is used in each advertisement, and the window trims of the store are changed to correspond to the lines advertised in the newspapers. Each ad. is well illustrated, contains just enough description and mentions prices prominently on each article.

Develop Special Features of Local Trade

Certain Classes of Trade Peculiar to Each Community Offer Best Field for Development—Van Tuyl and Fairbank, Petrolea, Ont., Specialize on Oil Drilling Supplies—Have Built Up an International Trade—Service and Aggressiveness in All Departments—Keep in Touch with Building Operations for Sale of Cement, Etc.

VERY few hardware merchants, especially those in towns of 4,000, have a connection which extends outside of their province. Still fewer have a trade that is Dominion wide, and very, very few have an international business.

One of these latter is the hardware firm of Van Tuyl and Fairbank at Petrolea, Ont. They sell throughout the world.

It is a common thing to receive an order from such a remote spot as Borneo. It is just as common for an order to come from South America. Orders are received regularly from distant parts of Europe, from China and Japan, in fact from every part of the globe where there is any oil drilling or prospecting going on.

Send Big Shipments

Many of these orders are substantial ones. When it is remembered that it costs anywhere from $15,000 to $50,000 to sink an oil well, and that literally thousands of such wells are being sunk in all parts of the world in an effort to keep pace with the demand for oil and gasoline and lubricating oils, some idea may be gained of the business that is done.

Some of the business is right at their back door. More of it is only a few miles out in the townships. Not long ago the firm was sending $20,000 worth of supplies a month into one small section around Glencoe where prospecting was going on.

Service is Aim

No matter though whether the shipment is for the oil men who are working within a stone's throw of the store, or whether the goods are going half way around the globe to some prospector ten or fifteen thousand miles away, the store policy is the same. The merchandise must be right and the customer must be satisfied.

It is because oil men have found in years of experience that Van Tuyl and Fairbanks not only keep everything that is required, but keep dependable merchandise, that permanent connections are made in a business way. The man who is drilling this summer in the Peace River district may be drilling in India next year, and in South America two years from now. It is a tribute to the firm's policy that these men, no matter where they go, never forget the hardware firm back in the little Canadian town.

Holding the Trade

Some of these men make good, some of them don't. Some of them make huge fortunes in oil. Some of them lose all they have and have to go to work for some other chap. Some of them become officials in the big oil companies, and this is where another valuable connection is often formed for Van Tuyl and Fairbank, based on previous dependability and good service. This is the only way to account for orders from England, from the United States, and other countries for car load after car load of the merchandise required in prospecting oil and for handling it after it is obtained.

The firms orders for piping alone run into large figures. The orders for drilling equipment are another big item. The mere item of parts for repairs for oil equipment of one kind and another means a business every year that exceeds a quarter of a million dollars.

In the hardware store of Van Tuyl & Fairbank, at Petrolea, Ont., interior display is a feature. The illustration shows one of a battery of silent salesmen. Note the wall display also. Down the centre of the store is a string of five display tables.

Other Business Too

It might be imagined from the foregoing that the business of Van Tuyl and Fairbank centers in oil drilling equipment and supplies alone. Such is not the case.

The firm is just as particular to see that the smallest child in town, sent to the store for a package of tacks, gets good tacks, as to see that the firm in Shanghai or Buenos Aires gets good oil drilling equipment. It is just as anxious that the farmer's wife, who drives in twenty miles to take home a washing machine, gets a good washer and is satisfied, as to make certain that the oil company whose capital runs into millions, gets what it ordered.

It is this idea of service that is behind the whole institution. Service, plus aggressiveness, plus a good stock of good merchandise is the secret of success, says Thomas Rainsbury, manager of the company.

Makes no Difference

"It makes no difference," said Mr. Rainsbury to Hardware and Metal, "whether a store is located in a small town or a big city. If it gives its customers service and dependable goods, the business will come. By that I do not mean that it does not pay to have window displays and store displays and to advertise in the newspapers. We do all of these things and we get good results from them all."

Apropos of the firm's window displays it might be mentioned that the two display windows are changed regularly every week, and that seasonable merchandise is always kept before the local buying public.

The window displays are backed by advertising in the local paper. Every week the year round the firm runs a double column advertisement. A generous use is made of illustrations. The advertisement is alway to be found in the same place on the same page in the paper and the farmers for 20 miles around Petrolia know exactly where to look for the offerings of Van Tuyl and Fairbank.

How They Plan It

"Our window displays are not put in haphazard," said Mr. Rainsbury to Hardware and Metal. "They are carefully planned. For instance we find that it always pays to show bicycles with sporting goods. One helps to sell the other."

Mr. Rainsbury says it is important to keep the windows looking their best, well cleaned and filled with a nice clean assortment of new goods. People, he says, do not like to look over a showing of merchandise that obviously has been knocking around in the store for goodness knows how long, and bears marks of much handling and more or less rough usage.

"We get splendid results from our window displays," he said. "No matter when they are put in they always increase sales in whatever lines are shown."

Store Displays Also

"We get most satisfactory results also," he said, "from our store displays. We find that people are keenly interested in looking over merchandise and we aim to keep as much of it out where they can see it all the time as possible."

It might be mentioned here that the firm has a battery of silent salesmen ranged along the left hand side of the store as one enters. Right up at the front as may be seen from the illustration is a silent salesman filled with cut glass. This is kept there all the year around and has paid for itself in sales many times over. At Christmas time and in the month of June when weddings are numerous, and gift buyers are trying to decide what they will give, this show case is the center of attraction, that keeps the bell in the cash register ringing up profits. Mr. Rainsbury says he is satisfied with the

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HOW ABOUT A SLOGAN FOR YOUR STORE?

(Continued from page 194.)

"The Quality Hardware and Harness Store"
Horsee & Loree, Ltd., Naicam, Sask.

"Everything in Hardware"
A. Watson, Stayner, Ont.

"If It's Hardware You Want We Have It"
Gravenhurst Hardware Co., Gravenhurst, Ont.

"Headquarters for Hardware"
Robert Jones, Cobden, Ont.

"It Pays to Deal With Us, We Serve You Right"
The Adamson Hardware Co., Orangeville, Ont.

"Our Hardware Is the Best—It Stands the Test"
J. E. Clipsham & Sons, Gravenhurst, Ont.

"Intelligent Service—Prompt Delivery"
The Russill Hardware Co., Toronto, Ont.

"We Guarantee Satisfaction"
The Watt Hardware Co., Innisfail, Alta.

"The Store of 1,001 Things"
Baldwin's Hardware, Grimsby, Ont.

"The Big Store with a Big Stock to Choose From"
Farmers Hardware, Ltd., Castor, Alta.

"No Trouble to Show the Goods"
H. W. Wilson, Paris, Ont.

"The Store with a Service"
Matthias & McBrine, Castor, Alta.

"Often the Cheapest—Always the Best"
F. D. Maundrell, Whitby, Ont.

"The Store of Quality and Service"
Morris & Taylor, Camrose, Alta.

"The Hardware Store with a Service"
W. G. Edge, Ltd., Ottawa, Ont.

"Quality Our Aim"
McGregor & Co., Grand River, Sask.

"Get the Habit of Dealing Here"
Hodson Hardware Co., Ltd., Maple Creek, Sask.

"The House for Service"
Jackson Bros., Ltd., Pincher Creek, Alta.

"Satisfaction and Service First"
Gryde's Hardware, Leader, Sask.

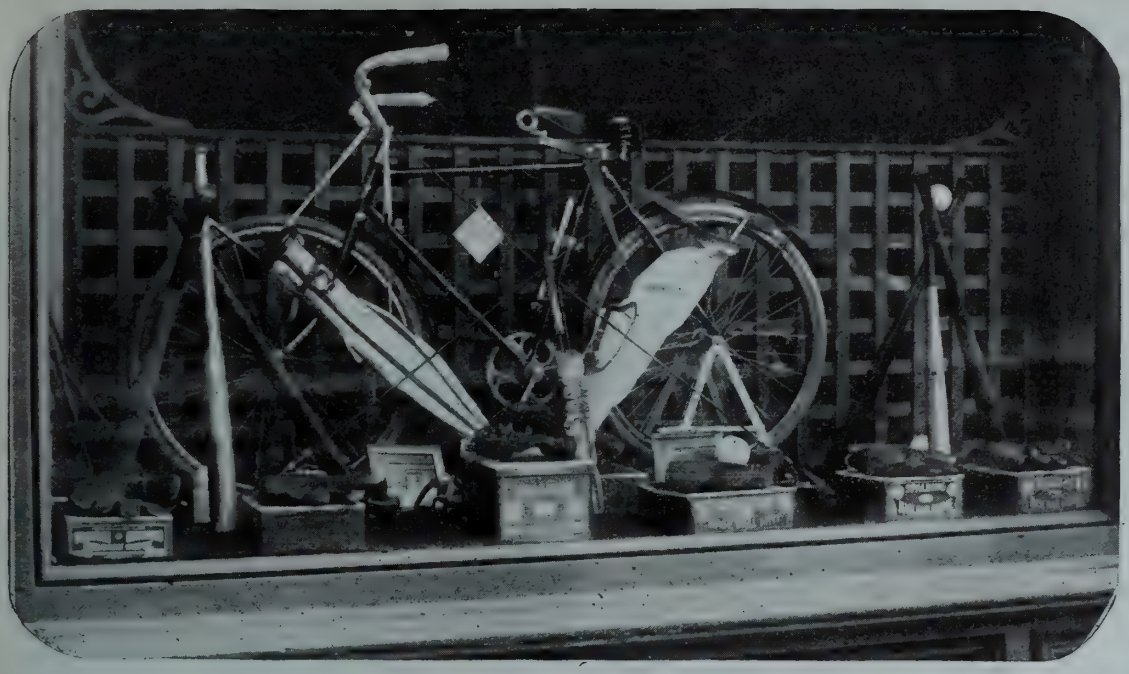
"The Busy Hardware Store"

"Anything and Everything in Hardware"

"Hardware for Hard Wear"

"Little Better Quality—Save the Difference

"Little Less Price—Save the Difference"



"We always find that it pays to show bicycles and sporting goods together, as one helps sell the other," says Thomas Rainsbury, manager of the Van Tuyl & Fairbank Hardware, at Petrolea, Ont. The firm's windows are changed regularly every week the year round and seasonable lines are kept before the people.

business that it brings all the year through and that is why it stays there.

Wall Displays Too

Back of the silent salesmen are the wall displays and there a fine assortment of various lines is on view.

Down the center of the store is a series of display tables containing aluminum ware and various small articles.

"One of the best selling forces we have," said Mr. Rainsbury in reference to the tables. "They save our time in selling and they are a source of real interest to those who come into the store, women especially. The tables are frequently emptied in a short time and we are frequently surprised to find that assortments of stock we thought would last for some time are cleared out by placing them out on the tables."

Right After Business

An indication of the aggressive manner in which the Petrolea firm goes after trade is shown in its sales of cement to the farmers. Sales of cement average fifty car loads a year and have run as high as seventy-five. This is a considerable amount of cement for a hardware in a town of 4,000 to handle, but by keeping in touch with the farmers who are making improvements to their houses and barns by putting new foundations under them, building silos and other structures the firm gets away with car load after car load. Its sales of roofing are also large and business in wire fencing will run six cars a year.

Plumbing Department

The firm also has a plumbing department which keeps three men busy throughout the year. Mr. Rainsbury says that farmers all through the country are learning more and more that they simply cannot afford to be without conveniences. Every bathroom that is put in is an advertisement for the firm because it means satisfied people who never tire of talking about it to those who have not a bath room. The women, Mr. Rainsbury says, are especially keen on boosting for home conveniences. They want plenty of water in the home and usually he says it is the woman who initiates the movement which results in conveniences being installed. There is, he says, a big and growing field for the firms who go after this business, and one of the quickest ways of getting results is to get the farmer's wife interested.

All Winchester Store Fronts Like This

A similar scheme of arrangement to that shown herewith from an exterior standpoint will be carried out in all the Winchester stores operating as part of the chain established by the Winchester Repeating Arms Company of New Haven, Conn. In cities of less than 50,000 population, throughout the United States, the company is selecting the ablest and best equipped hardware dealer to operate the Winchester agency, and in cities over 50,000 population the company is establishing its own stores. The front view shown herewith is of the Providence, R.I., Winchester store, and the same plan is to be duplicated in all other stores of the chain.

Fall Fair as a Hardware Trade Puller

This is the Place to Show Yourself a Mixer and Get in With the Farmers—Does the Exhibit Pay? Many Novel Ideas Worked Out by Enterprising Merchant—Sends a Letter Before Fair Opens

ONE of the great advantages of the Fall Fair to the hardware merchant is the displays which he may make at small cost. When compared with the returns, actual and prospective, this outlay is a small one. The Fall Fair advertising opportunity gives the hardware merchant a chance that is well worth improving, and an honest try at display usually brings results.

Last year, at Bridgewater, Nova Scotia, Robert Dawson and Sons featured stoves at the local exhibition, and the reproduction of this showing indicates how effectively they displayed two lines that are big sellers with them—stoves and paints. The noteworthy feature of this display is that it "brought home the bacon," for there are "Sold" signs on most of the stoves and heaters shown in the photograph.

A touch of freshness is given the display through the use of flags and bunting. This always is in the best of taste on such an occasion. The gala decorations about the fair grounds serve to impart a holiday spirit, and advantage of this may as well be improved by "fixin' up" the display booth with like decorations.

Big Sales Made

The Dawson Company has a big sale for paint. This display serves to impress the townsfolk and the country visitors with the importance of paint and paint specialities. It is one of the very best seasons of the year in which to stimulate, in the customer's mind, the advantage and necessity of painting. Fall is a good time to paint. The absence of flies, bugs and insects is an impetus to swinging the brush. Through the judicious use—as in this case—of some of the excellent helps given by the manufacturer to the dealer, a lasting impression upon the prospect is made possible.

Probably one of the best evidences of the worth of display at the Fall Fair is furnished in this object lesson of the Dawson firm. With at least four direct sales of stoves, the profit would far more than pay the cost of transporting these goods to the grounds. Then, the sales that doubtless were recorded later, as a result of the seed sown at the Fall Fair, repaid, many times, the work undertaken

George W. McDonald, hardware merchant, of North Bay, Ont., is another dealer who utilizes the local Fall Fair to good advantage. Actual baking and cooking is a feature of his exhibit and he sends out a letter before the Fair opens, advising prospective customers that hot biscuits and other dainties cooked at the exhibit will be provided them "while they are told of the merits of the various lines exhibited." Flags, bunting, leaves and banners bearing the words "Made in Canada" are in evidence in this exhibit.

Another view of the George McDonald exhibit at the North Bay Fall Fair, indicating that good use has been made of the space available to make a most effective showing of stoves, washing machines, paints, kitchen utensils, etc. The front of the booth is attractively decorated with flags and bunting. Four sales of oil cook stoves were made from this exhibit and the firm is confident that much subsequent business could have been traced to enthusiasm stirred up by the showing made at the Fair.

in fitting up the booth. The bold, neat sign above the display helped draw the crowds to the display.

Many hardware merchants in as many different parts of Canada have improved the opportunity afforded by these important community events by making a special bid for custom and goodwill; and just as surely as effort and time are expended in this way, just as certainly do results follow, measured only by the interest taken by the display man in "fixin' up" his booth to create interest and demand the attention and comment of sightseers.

This Man Paved The Way

George W. McDonald, hardware merchant of North Bay, Ontario, has found these Fall Fairs to afford an excellent opportunity for meeting and renewing old acquaintances, as well as for shaking hands with newcomers and extending them a welcome to make his store their headquarters when in town. In his case he has gone farther. Preparing a suitable circular letter, this was mailed to a selected mailing list, just at the time when all were thinking of the Fall Fair, so that his message would make the best possible impression.

Last year, under date of September 15th, the letter circulated through the mails made special mention of a particular oil stove then being featured by the firm. Outlining, briefly, the features and advantages of this stove, reference was made to the fact that many users in the surrounding country were well satisfied with stoves previously bought by them from the McDonald firm. And a paragraph read as follows:

"Actual baking and cooking will be demonstrated by our representative, Mr. W. E. Cassidy, who will supply you with prices and full information." Thus the appeal left with the prospective customer receiving this circular, a desire to, at least, sample the cooking, affording the desired opportunity to explain, in detail, the advantages of the stoves. Who would not go out of the way to enjoy a hot biscuit?

Plenty of Good Display

One of the advantages in making a display at Fall Fairs is that one may usually command, if the matter is taken in hand early enough) a generous space. At that season of the year it is, of course, desirable to display ranges, for with cold weather approaching, the housewife will be thinking more or less deeply of "that range I wanted George to buy last year." Here is the opportunity for alert hardware men to supply the necessary "setting" to pave the way for a direct sale to Mrs. Jones, and the possibilities suggest that it is well worth while, as before stated, to give thought and care, and to spend time in arranging such displays.

"How did the plan work out last year?" asked Hardware and Metal of Mr. Cassidy, who made the display, and in whose care it was left during the progress of the fair.

"It stimulated range sales, and, as well, we made four sales of oil cook stoves."

There was, in addition, the advertising of the firm's name, impressions being made upon the visitors to the booth which would later develop into actual sales. Probably this advantage is even greater than that of the sales made at the time. Through it all, there is the great advantage of creating and cement-

ing goodwill, without which even the smallest business may fare poorly. Herein is one of the advantages and secrets of successful display making at the Fall Fair.

The Signs to Use

There is every opportunity of showing what can be done in swinging the "lettering brush," in making signs for these displays. In the very nature of the display it must be temporary. That is no excuse for merely throwing the stuff into the space secured from the Fair authorities. It will be as well to not make the display if care is not taken to make a booth neat and attractive. And, if planned a little ahead of time, and measurements taken, the display can be even set up, so that when the "grounds" are reached only a minimum of valuable time will be necessary in making the best possible showing.

With the platform erected on which to display the stoves and ranges, refrigerators, paints and varnishes, etc., and with a neat railing erected of gas pipe or chain, tinted with aluminum or gold paint, with the goods in place, it is then "up to" the store artist to put the finishing touches on his work. That is to say, at the top of the display — above the front, a long space will require to be filled in with that which will add finish to the whole layout. In other words, a good bold sign, with the name of the firm distinctly shown, will be so outstanding as to tell those at a distance just who is occupying the particular space or booth.

Smaller signs may be arranged, specially drawing attention to the advantages of a range, a furnace, grade of paint or varnish, stain, electrical washing machine or other electric appliance. Altogether, with one's mind on the matter, unique and trade-winning displays are possible and they will well repay the time spent. Have you tried it?

The letter sent out by Mr. McDonald read as follows:

"We invite you to visit our exhibit in the Rink Building, where we are showing and demonstrating the most complete line of OIL STOVES, STEEL RANGES and the latest model of ELECTRIC WASHERS.

"The oil stove is the most complete and up-to-date oil stove yet devised, embodying every modern feature known to science and manufacturers.

"The burners produce an intense blue flame gas which is free from odor and smoke. The burners are WICKLESS, VALVELESS and ODORLESS—simple, economical and effective—not only unsurpassed but unequalled.

"The merit of this stove is attested to by the demand, the volume of the demand is evidenced by the large number of satisfied users throughout the north country. We have shipped oil stoves to towns such as Englehart, Parry Sound, South River, Cobalt and Sturgeon Falls.

"And when the demand, year after year, steadily attains immense proportions—then it is conclusively demonstrated by the absolute confidence of the vast army of satisfied users in the excellence, worth and reliability of the stove.

"Actual baking and cooking will be demonstrated by our representative, Mr. W. E. Cassidy, who will supply you with prices and all information.

"Yours truly,
G. W. McDONALD."

Fall Fair Dates in Canadian Provinces

DATES of fall fairs to be held throughout the various provinces of the Dominion this season are given herewith:

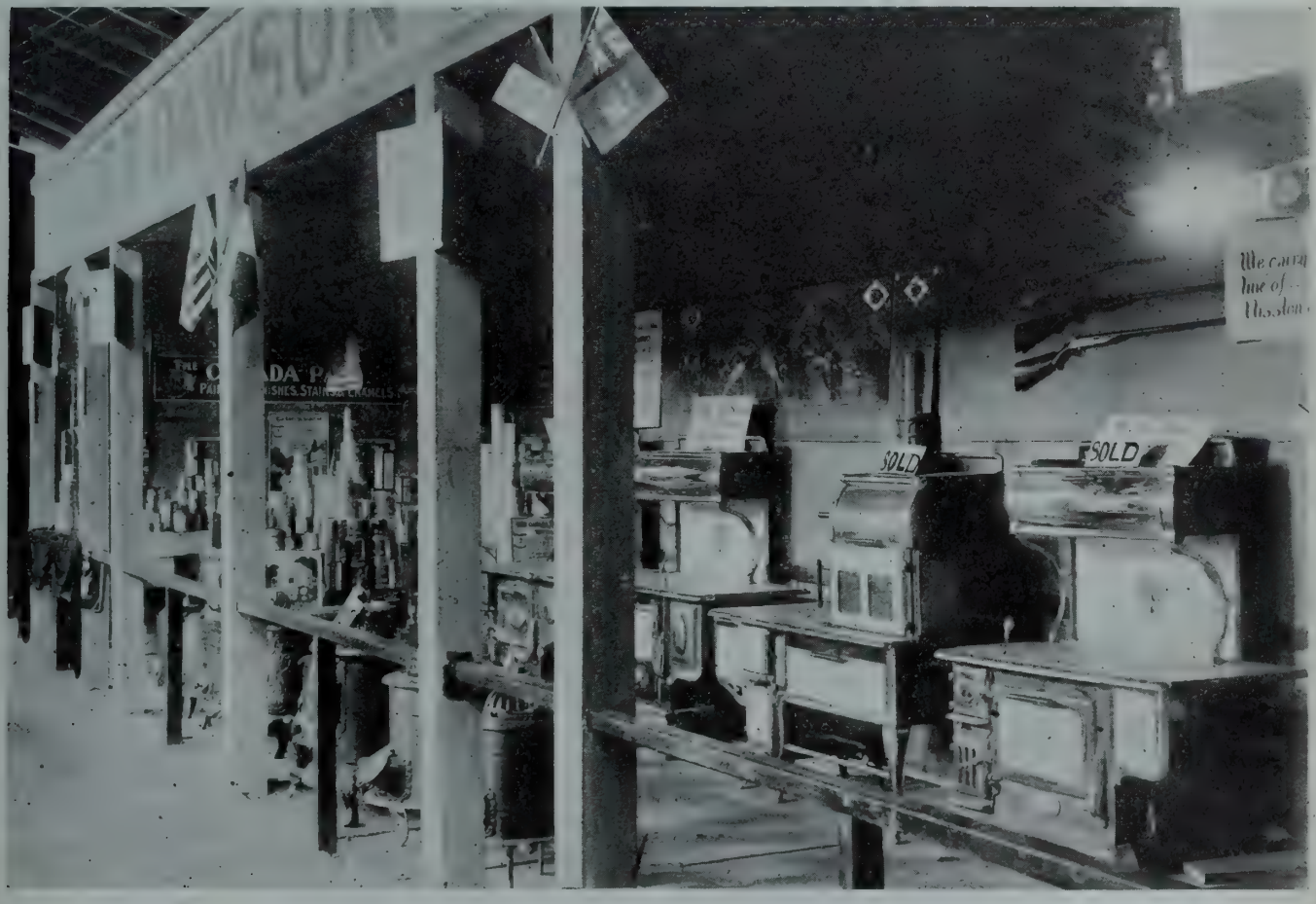
ONTARIO

Town	Date of Fair
Aberfoyle	Oct. 5
Abingdon	Oct. 1,2
Acton	Sept. 21, 22
Agincourt (Scarboro)	Sept. 24, 25
Ailso Craig	Sept. 22, 23
Alexandria	Sept. 7, 8
Alfred	Sept. 14, 15
Alliston	Sept. 30, Oct. 1
Almonte	Sept. 28-30
Alvinston	Oct. 12, 13
Amherstburg	Oct. 1, 2
Ancaster	Sept. 28, 29
Arden	Oct. 5
Arnprior	Sept. 13-15
Arthur	Oct. 5, 6
Ashworth	Oct. 1
Atwood	Sept. 20, 21
Avonmore	Sept. 21, 22
Aylmer	Sept. 15-17
Bancroft	Oct. 7, 8
Barrie	Sept. 20-22
Bayfield	Sept. 29, 30
Baysville	Sept. 30
Beachburg	Sept. 27-29
Beamville	Sept. 16-18
Beaverton	Sept. 27-29
Beeton	Oct. 12, 13
Belleville	Sept. 6-8
Berwick	Sept. 7, 8
Binbrook	Oct. 4, 5
Blackstock	Sept. 28, 29
Blenheim	Oct. 7, 8
Blyth	Sept. 21, 22
Bobcageon	Sept. 30, Oct. 1
Bolton	Sept. 24, 25
Bonfield	Sept. 21
Bothwell's Corners	Sept. 21, 22
Bowmanville	Sept. 21, 22
Bradford	Oct. 12, 13
Bracebridge	Sept. 23, 24
Brampton	Oct, 1, 2
Brigden	Oct. 5
Brighton	Sept. 9, 10
Brockville	Sept. 21-24
Bruce Mines	Sept. 22
Brussels	Sept. 14, 15
Burk's Falls	Sept. 30, Oct. 1
Burford	Oct. 5, 6
Burlington	Thanksgiving
Caledon	Sept. 23, 24
Caledonia	Oct. 7, 8
Campbellford	Sept. 21, 22
Carp	Sept. 28, 29
Castleton	Oct. 5, 6
Cayuga	Sept. 21, 22
Centreville	Sept. 18
Charlton	Sept. 15
Chatham	Sept. 21-24
Chatsworth	Oct. 7, 8
Chelmsford	Sept. 28, 29
Chesley	Sept. 30, Oct. 1
Clarence Creek	Sept. 23
Clarksburg	Sept. 21, 22
Cobden	Sept. 30, Oct. 1
Cochrane	Sept. 23, 24
Coe Hill	Sept. 28, 29
Colborne	Sept. 24, 25
Coldwater	Sept. 23, 24
Collingwood	Sept. 14-17
Comber	Oct. 1, 2
Cookstown	Oct. 5, 6
Cooksville	Oct. 6
Cornwall	Sept. 1, 4
Delaware	Oct. 13
Delta	Sept. 13-15
Demorestville	Sept. 25
Desboro	Sept. 23, 24
Dorchester Station	Oct. 6
Drayton	Oct. 5, 6
Dresden	Sept. 30, Oct. 1
Drumbo	Sept. 28, 29
Dryden	Sept. 29, 30
Dunchurch	Sept. 30, Oct. 1
Dundalk	Sept. 30, Oct. 1
Dungannon	Oct. 7, 8
Dunnville	Sept. 23, 24
Durham	Sept. 28, 29
Elmira	Sept. 17, 18
Elmvale	Sept. 27-29
Embro	Oct. 7
Emo	Sept. 16, 17
Emsdale	Sept. 23, 24
Englehart	Sept. 16, 17
Erin	Thanksgiving
Essex	Sept. 28-30
Exeter	Sept. 20, 21
Fairground	Oct. 5
Fenelon Falls	Sept. 11, 12
Fenwick	Sept. 28, 29
Fergus	Sept. 23, 24
Feversham	Sept. 29, 30
Flesherton	Sept. 23, 24
Florence	Oct. 7, 8
Fordwich	Oct. 2
Forest	Oct. 5, 6
Fort Erie	Sept. 22, 23
Fort William	Sept. 14-16
Frankford	Sept. 16, 17
Frankville	Sept. 16, 17
Freelton	Thanksgiving
Galetta	Sept. 22, 23
Galt	Oct. 1, 2
Georgetown	Sept. 29, 30
Glencoe	Sept. 28, 29
Goderich	Sept. 8-10
Gooderham	Oct. 7
Gordon Lake	Sept. 24
Gore Bay	Sept. 28, 29
Grand Valley	Sept. 28, 29
Gravenhurst	Sept. 30, Oct. 1
Haliburton	Sept. 23
Hanover	Sept. 23, 24
Harriston	Sept. 23, 24
Harrow	Oct. 4, 5
Hepworth	Sept. 13, 14
Highgate	Oct. 11, 12
Holstein	Sept. 28, 29
Huntsville	Sept. 28, 29
Hymers	Sept. 28
Ilderton	Sept. 24
Ingersoll	Oct. 4, 5
Inverary	Sept. 8
Iron Bridge	Oct. 5
Jarvis	Sept. 23, 24
Kagawong	Sept. 30-Oct. 1
Keene	Oct. 5, 6
Kemble	Sept. 23, 24
Kemptville	Sept. 7, 8
Kenora	Aug. 25, 26, 27
Kilsyth	Oct. 7, 8
Kincardine	Sept. 16, 17
Kingston	Sept. 28-Oct. 2
Kirkton	Sept. 30-Oct. 1
Lakefield	Sept. 28, 29
Lakeside	Sept. 30
Lambeth	Sept. 29
Lanark	Sept. 8
Langton	Sept. 29
Lansdowne	Sept. 16, 17
Leamington	Oct. 6, 7, 8
Lindsay	Sept. 22; 23, 24, 25
Lion's Head	Oct. 7, 8
Listowel	Sept. 15, 16

Town	Date of Fair
Lombardy	Sept. 11
Loring	Oct. 1
London (Western Fair)	Sept. 11-18
Lucknow	Sept. 23, 24
Maberly	Sept. 23, 24
Madoc	Oct. 5, 6
Magnetawan	Sept. 28, 29
Manitowaning	Sept. 27, 28
Markdale	Oct. 5, 6
Markham	Oct. 7, 8, 9
Marmora	Sept. 27, 28
Massey	Oct. 6, 7
Matheson	Sept. 6
Mattawa	Sept. 22, 23
Maxville	Sept. 16, 17
Maynooth	Sept. 30
McDonald's Corners	Sept. 24
McKellar	Sept. 23, 24
Meaford	Sept. 30-Oct. 1
Merlin	Sept. 20, 21
Merrickville	Sept. 16, 17
Metcalfe	Sept. 28, 29
Middleville	Oct. 1
Midland	Sept. 28, 29, 30
Mildmay	Sept. 20, 21
Millbrook	Sept. 30-Oct. 1
Milton	Oct. 5, 6
Milverton	Sept. 23, 24
Minden	Sept. 28
Mitchell	Sept. 28, 29
Morrisburg	Aug. 3, 4, 5
Mount Brydges	Oct. 1
Mount Forest	Sept. 15, 16
Muncey (United Indian)	Sept. 29
Murillo	Oct. 5, 6
Napanee	Sept. 14, 15, 6
New Hamburg	Sept. 9, 10
Newington	Sept. 28, 29
New Liskeard	Sept. 21, 22
Newmarket	Sept. 22, 23, 24
Niagara-on-the-Lake	Sept. 23, 24
Noelville	Sept. 22
North Bay	Sept. 15, 16, 17

Town	Date of Fair
Norwich	Sept. 28, 29
Norwood	Oct. 12, 13
Oakville	Sept. 23, 24, 25
Odessa	Oct. 1
Ohswekin	Sept. 29-Oct. 1
Onondaga	Oct. 4, 5
Orangeville	Sept. 14, 15
Orillia	Sept. 14, 15
Oro	Sept. 17
Orono	Sept. 23, 24
Orrville	Sept. 21, 22
Oshawa	Sept. 13, 14, 15
Ottawa (Central Canada)	Sept. 10-20
Otterville	Oct. 1, 2, 3
Owen Sound	Sept. 15, 16, 17
Paisley	Sept. 28, 29
Pakenham	Sept. 21
Palmerston	Oct. 5, 6
Paris	Sept. 23, 24
Parham	Sept. 21, 22
Parkhill	Sept. 28, 29
Parry Sound	Sept. 15, 16
Perth	Sept. 8, 9
Peterborough	Sept. 20-23
Petrolia	Sept. 23, 24
Picton	Sept. 21-24
Pinkerton	Sept. 24
Porquis Junction	Sept. 23
Port Carling	Sept. 16, 17
Port Elgin	Oct. 7, 8
Port Hope	Sept. 21, 22
Port Perry	Sept. 9, 10
Powassan	Sept. 29, 30
Priceville	Sept. 30-Oct. 1
Providence Bay	Oct. 6, 7
Queensville	Oct. 12, 13
Rainham Centre	Sept. 14, 15
Rainy River	Sept. 21, 22
Renfrew	Sept. 15, 16, 17
Riceville	Sept. 28
Richmond	Sept. 23, 24, 25
Ridgetown	Oct. 11, 12, 13
Ripley	Sept. 28, 29

Town	Date of Fair
Roblin's Mills	Oct. 1, 2
Rocklyn	Sept. 30-Oct. 1
Rockton	Oct. 12, 13
Rockwood	Oct. 7, 8
Rodney	Oct. 4, 5
Roseneath	Oct. 14, 15
Rosseau	Sept. 14, 15, 16
Russell	Sept. 21, 22
St. Marys	Sept. 23, 24
Sarnia	Sept. 27, 28, 29
Sarnia Reserve	Oct. 6, 7
Sault Ste. Marie	Sept. 28, 29, 30
Schomberg	Oct. 14, 15
Seaforth	Sept. 23, 24
Shannonville	Sept. 18
Shedden	Sept. 22
Shegurandah	Oct. 5, 6
Shelburne	Sept. 21, 22
Simcoe	Oct. 4, 5, 6
Smithville	Sept. 15, 16
South Mountain	Sept. 2, 3
South River	Oct. 6, 7
Spencerville	Sept. 28, 29
Springfield	Sept. 23, 24
Sprucedale	Sept. 23, 24
Stella	Sept. 28
Stirling	Sept. 23, 24
Straffordville	Sept. 15
Stratford	Sept. 20, 21, 22
Strathroy	Sept. 20, 21, 22
Streetsville	Sept. 29
Sturgeon Falls	Sept. 21, 22
Sunderland	Sept. 20, 21
Sunridge	Sept. 23, 24
Tara	Oct. 5, 6
Tavistock	Sept. 27, 28
Teeswater	Oct. 5, 6
Thamesville	Oct. 5, 6
Thedford	Sept. 22, 23
Thessalon	Sept. 27, 28
Thorndale	Sept. 27, 28
Thorold	Sept. 14, 15
Tillsonburg	Sept. 13, 14



Stove and paint display by Robert Dawson & Sons, Bridgewater, Nova Scotia, at the local Fall Fair. The display brought splendid results as evidenced by the fact that the majority of the stoves and heaters are bearing the "sold" sign. Flags and bunting, combined with the judicious use of hand-lettered cards bearing a brief but effective message, play a big part in making an attractive exhibit. Fall Fair displays will help to stimulate that interest in fall painting which is apt to lag about this time of year. It is but another way of keeping enthusiasm at a high pitch in order to "cash in" on this business.

Town	Date of Fair
Tiverton	Oct. 5
Toronto (Canadian National)	Aug. 28-Sept. 11
Tweed	Sept. 30, Oct. 1
Udora	Oct. 5
Underwood	Oct. 12
Utterson	Sept. 21, 22
Vankleek Hill	Sept. 21-23
Verner	Sept. 20, 21
Wallaceburg	Sept. 28, 29
Wallacetown	Sept. 30, Oct. 1
Walsh	Oct. 16
Walter's Falls	Sept. 28, 29
Warkworth	Oct. 7, 8
Warren	Sept. 23
Waterdown	Oct. 5
Waterford	Sept. 23
Watford	Sept. 30, Oct. 1
Welland	Oct. 5-7
Wellandport	Oct. 1, 2
Wellesley	Sept. 14, 15
West McGillivray	Oct. 1
Weston	Sept. 17, 18
Wheatley	Sept. 27, 28
Wiarton	Sept. 21, 22
Wilkesport	Sept. 30
Williamstown	Sept. 7, 8
Winchester	Sept. 1, 2
Windham	Sept. 28
Wingham	Sept. 30, Oct. 1
Wolfe Island	Sept. 21, 22
Woodstock	Sept. 22-24
Woodville	Sept. 16, 17
Wyoming	Oct. 7, 8
Zurich	Sept. 22, 23

QUEBEC

Town	Date of Fair
Lachute	Sept. 8, 9, 10
Victoriaville	Sept. 16
St. Liboire	Sept. 21, 22
Beauceville	Sept. 30
St. L.-de-Gonz	Sept. 23
Berthierville	Sept. 14, 15
Fort Daniel	Oct. 5
Shigawake	Oct. 6
New Carlisle	Oct. 7
Brome	Sept. 7, 8, 9
St. Bruno	Sept. 15
St. Stanislas	Sept. 16
Ste. Martine	Sept. 21
Scotstown	Aug. 25, 26
Ste. Scholastique	Sept. 20-25
St. Sebastien	Sept. 23
Cape Cove	Oct. 26
St. Leonard	Sept. 8, 9
Aylmer	Sept. 21, 22
Maniwaki	Sept. 28-30
Huntingdon	Sept. 9, 10
Havelock	Sept. 14
St. Alexandre	Aug. 31, Sept. 1
Strathmore	Sept. 22
Joliette	Sept. 22, 23
St. Jean de Matha	Sept. 30
St. Pascal	Sept. 21, 22
Herbertville Sta.	Sept. 22
Roberval	Sept. 15, 16
Laprairie	Sept. 14
L'Assomption	Aug. 24
Ville Ste. Hose	Sept. 8
St. J. Port Joli	Sept. 28, 29
St. Pamphile	Sept. 14
Lotbiniere	Sept. 15, 16
Louiseville	Sept. 14
Inverness	Sept. 14
Bedford	Aug. 24-26
Ste. Julienne	Sept. 14
Montmagny	Sept. 14-16
St. Paul du Buton	Sept. 23
Vill. Napierville	Sept. 6
Shawville	Sept. 20-22
Chapeau	Sept. 27, 28
Pont Rouge	Sept. 16
St. Casimir	Sept. 23
Quebec	Sept. 29-Oct. 6
Ste. Victoire	Sept. 21
Richmond	Sept. 8, 9
Rimouski	Sept. 23, 24
Rougemont	Sept. 7
Waterloo	Sept. 14, 15
Pont Chateau	Sept. 16
Ayer's Cliff	Aug. 25-27
St. Jean	Sept. 8
St. Barnabe	Sept. 21
Ville Marie	Sept. 23
Amos	Sept. 30
St. Jerome	Sept. 1, 2
Trois-Rivieres	Sept. 28
St. Lazare	Sept. 21
Ste. Theodosie	Sept. 16
Marbleton	Sept. 15
Ham Nord	Sept. 14
St. Frs. du Lac	Sept. 8, 9
Trois Rivieres	Aug. 23-28
Sherbrooke	Aug. 30-Sept. 4
Quebec	Aug. 2-Sept. 11

NEW BRUNSWICK

Town	Date of Fair
St. John	Sept. 1-11
Woodstock	Sept. 13 17
St. Stephen	Sept. 14-17

NOVA SCOTIA

Town	Date of Fair
Sydney	Sept. 29-Oct. 2
Stewiacke	Sept. 28, 29, 30
Caledonia	Sept. 28, 29
Pictou	Sept. 27, 28, 29
Antigonish	Oct. 5, 6
Bridgewater	Sept. 21, 22, 23, 24
Yarmouth	Sept. 29, 30, Oct. 1
Shelburne	Oct. 7, 8
Oxford	Sept. 23, 24
Kentville	Oct. 5, 6, 7
Port Hood	Sept. 21, 22
Bear River	Oct. 1
Maritime Winter Fair, Amherst	Dec. 13-16

MANITOBA

Town	Date of Fair
Waskada	Sept. 28
Lyleton	Sept. 29
Pierson	Sept. 30
Melita	Oct. 1
Tilston	Oct. 2
Deloraine	Oct. 4
Hartney	Oct. 5
Medora	Oct. 6
Mather	Sept. 28
Cartwright	Sept. 29
Holmfield	Sept. 30
Killarney	Oct. 1
Bannerman	Oct. 2
Ninga	Oct. 4
Boissevain	Oct. 5
Minto	Oct. 6
Elgin	Oct. 7
Ninette	Oct. 8
Wawanesa	Sept. 27
Carrol	Sept. 28
Souris	Sept. 29
Alexander	Sept. 30
Rivers	Oct. 1
Justice	Oct. 2
Brandon	Oct. 5
Oak Lake	Sept. 27
McAuley	Sept. 28
Lenore	Sept. 29
Kenton	Sept. 30
Virden	Oct. 1
Pipestone	Oct. 4
Reston	Oct. 5
Sinclair	Oct. 6
Cromer	Oct. 7
Elkhorn	Oct. 8
Fisher Branch	Sept. 22
Broad Valley	Sept. 23
Inwood	Sept. 24
Suffren	Sept. 28
Ericksdale	Sept. 29
Lundar	Sept. 30
St. Laurent	Oct. 1
Ethelbert	Sept. 21
Garland	Sept. 22
Pine River	Sept. 23
Minitonas	Sept. 24
Swan River	Sept. 25
Bowsman	Sept. 27
Kenville	Sept. 28
Durban	Sept. 29
Benito	Sept. 30
Alpine	Oct. 1
Darlingford	Sept. 27
La Riviere	Sept. 28
Snowflake	Sept. 29
Clearwater	Sept. 30
Crystal City	Oct. 1
Pilot Mound	Oct. 4
Manitou	Oct. 5
Manitou (Central)	Oct. 6, 7
Gretna	Sept. 22
Winkler	Sept. 23
Morden	Sept. 24
St. Jean	Sept. 27
Altona	Sept. 27
Rosenfeld	Sept. 28
Plum Coulee	Sept. 29
Plum Coulee (Central)	Sept. 30, Oct. 1
Bannatyne	Sept. 21
Charleswood	Sept. 22
Warren	Sept. 23
Woodlands	Sept. 24
Marquette	Sept. 27
Rosser	Sept. 28
Headingly	Sept. 29
Garson Quarry	Sept. 22
Ladywood	Sept. 23
Beausejour	Sept. 23
Manitou (Central)	Oct. 6
Gonor	Sept. 25
Libau	Sept. 26
Dominion City	Sept. 29
Sprague	Oct. 4
Vita	Oct. 5
Stuartburn	Oct. 6
Emerson	Oct. 8
Edrans	Sept. 22
Wellwood	Sept. 23
Brookdale	Sept. 24
Holland	Sept. 27
Cypress River	Sept. 28
Glenboro	Sept. 29
Stockton	Sept. 30
Treesbank	Oct. 1
Rossendale	Oct. 4
Bagot	Oct. 5
MacGregor	Oct. 6
Sidney	Oct. 7
Carberry	Oct. 8
Lac du Bonnet	Sept. 21
Whitemouth	Sept. 22
Elma	Sept. 23
Neelin	Sept. 27
Belmont	Sept. 28
Baldur	Sept. 29
Swan Lake	Sept. 30
Somerset	Oct. 1
Altamont	Oct. 2
Rosebank	Oct. 4
Miami	Oct. 5
St. Leon	Oct. 6
Mariapolis	Oct. 7
St. Alphonse	Oct. 8
Bruxelles	Oct. 11
Notre Dame de Lourdes	Oct. 12
Laurier	Sept. 27
Makinak	Sept. 28
Ste. Rose du Lac	Sept. 29
Ste. Amelie	Sept. 30
Ochre River	Oct. 1
Lonely Lake	Oct. 2
Fork River	Oct. 2
Sifton	Oct. 6
Gilbert Plains	Oct. 7
Dauphin	Oct. 8
Franklin	Sept. 27
Basswood	Sept. 28
Newdale	Sept. 29
Rapid City	Sept. 30
Neepawa	Oct. 1
Moore Park	Oct 2
Eden	Oct. 4
Clanwilliam	Oct. 5
Erickson	Oct. 6
Sandy Lake	Oct. 7
Kelwood	Oct. 7
Minnedosa	Oct. 8
Minnedosa (Central)	Oct. 9
Miniota	Sept. 28
Beulah	Sept. 29
Isabella	Sept. 30
Arrow River	Oct. 1
Oakville	Oct. 6
Portage la Prairie	Oct. 8
Morris	Sept. 23
Ste. Agathe	Sept. 28
St. Adolphe	Sept. 30
Sperling	Oct. 1
Otterburne	Oct 5
St. Malo	Oct. 6
St. Pierre	Oct. 7
Steinbach	Oct. 8
Transcona	Sept. 25
Giroux	Sept 27
St. Anne	Sept. 28
Lorette	Sept. 29
Rosewood	Sept. 30
Dugald	Oct. 1
Hazelridge	Oct. 2
Gypsumville	Sept. 21
Fairfold	Sept. 22
Bayton	Sept. 23
Moosehorn	Sept. 24
Ashern	Sept. 25
Camper	Sept. 28
Mulvihill	Sept. 29
Oakview	Sept. 30
E. Kildonan	Sept. 4
Stony Mountain	Sept. 17
Argyle	Sept. 18
Petersfield	Sept. 19
Selkirk	Sept. 22
Stonewall	Sept. 23
W. Kildonan	Sept. 24
Rockwood Central	Sept. 24
Arborg	Sept. 11
Fraserwood	Sept. 15
Komarno	Sept. 16
Gunton	Sept. 20
Balmoral	Sept. 21
Teulon	Sept. 22
Riverton	Sept. 28
Gimli	Sept. 29

Continued on Page 210.

Proper Use of Advertising Reaches Existing Demand

As Well as Creating New Demands—Conservative Attitude of Many Established Dealers Loses Custom from Newcomers to Community Importance of Seasonable Advertising.

Written for Hardware and Metal by A. L. McCREADY

ADVERTISING may or may not create a demand, but, with proper usage, it will reach whatever demand exists. And every day there is a certain demand for the commodities or services of those having such to offer.

The merchant or tradesman prepared to meet this demand takes certain means to make known that he is in the field to offer his wares or services. One of these means is his daily ad. in the newspaper.

His ad. may be a quarter column or a quarter page—just in proportion to the value he places in it. But the man with the daily space, no matter what size, has an appreciation of the value gained by keeping his name continually before the public.

Firms and Residents

The man who says, "I have been in business for fifteen years, and everybody knows me," is apt to be catering to a very small trade. Residents change considerably in fifteen years, or ten years, or five years, and the new ones arriving may never have heard of Mr. Fifteen-Year Businessman. But the new residents will, from reading the local paper, become unconsciously familiar with the names of the firms who advertise, and when in need of the wares or services thus advertised, the reader will be drawn to deal with the firms whose ads. invite him.

The daily advertiser knows this and pays attention to the messages printed in his ads. That is the advertiser alive to the merit of advertising, and not the one who advertises simply because he wishes to patronize the owner of the paper, or because the paper carrying his ad. voices the same political views as himself. Such an advertiser is apt to be careless in the messages he gives—merely a summary of his business, or a statement about some slow-moving stock at a prohibitive price that dynamite wouldn't move, much less printer's ink. That is not advertising—it's not even a hobby. It's merely playing up to the printer.

Faithful Advertisers

The other class of advertiser—the 100 per cent. efficient sort, is the one who cares for his ad. as faithfully as he posts his ledger. He changes his ad. regularly—not spasmodically. Each message features a point, and aims to a point—the consumer. He may not use high-sounding words in his ads.; he believes in getting down to "brass tacks," and if it's brass tacks he wishes to sell, he says so, even to the price.

He may not be an expert ad-writer, but he can read. He knows which ads. of other firms appeal to him. He analyzes them and learns why they appeal.

Perhaps the appearance caught his eye! Such an ad. seemed well-balanced—was neither crowded nor skimped. It invited a reading. Or it may have been an illustration that drew his attention. The illustration urged that he read the message connected.

In the well-proportioned ad. he found that the reading matter was equal in space to the illustration. It may have been more, but seldom less. In some other ad. a catchy headline attracted him, or the price in large figures. He makes mental note of all these things and more, and incorporates these features in his ads. He takes an interest in writing his ads. and considers their production with the same pride that a poet does his poems. Instead of a task, the writing of his ads. becomes a pleasure.

The Seasonable Ad.

To the attentive advertiser, the writing of seasonable ads. is a motto. By seasonable ads. it is not merely meant ads. relative to the Christmas season, winter time, spring time and summer time, in course, but a more far-reaching phase of the term "seasonable advertising."

There are certain times and circumstances in each of the four calendar seasons that tend to the making of seasonable advertising.

Taking Advantage of Rain

An instance of this class of advertising is afforded by the custom of a certain small city hardware man who invariably takes advantage of a night rain to feature roofing in his ad. for the following day. The heading he uses is quite in keeping when he starts out with the query, "Did Your Roof Leak Last Night?" Then he goes on to state that he has the roofing to replace that leaky one, or to patch it, whichever is desired. And under the introduction he comes out with the names of the roofing carried, and the prices.

Up the street from this merchant is a gent's furnishing store. Its proprietor, too, believes in taking advantage of a rainy day to feature raincoats or umbrellas. "Raincoats For Rainy Days," he heads his ad., which greets the eye on the evening of a day when some raincoatless pedestrian received an uncomfortable wetting.

In the body of the ad. is an illustration of a raincoat, and the message beside it comments on the uncertainty of the weather and the penalty of unpreparedness. It greets the eye of the ill-fared reader while the incident of his morning wetting is still fresh on his mind, and the ad. creates a greater impression than it would when the need was not so apparent.

Incidents With a Point

One facetious plumber grasped the

SOMETHING TO THINK ABOUT

Advertising to-day is a necessity and an asset.

Advertising has been hurt by emotional appropriations.

Merchants must figure advertising cost in their budgets just as essential as rent or labor.

It has been stated that before the war only one hundred Americans had an international vision.

Trade journals enable business men to keep a finger on the pulse of every industry.

It is as important to know the cost of distribution as to know production costs. The Government should make a survey of our Jobbers and Retailers and their merchandising costs.

American production exceeds home consumption one hundred per cent.

Systematic and forceful advertising should be employed to picture the importance of American-owned Merchant Marine.

Only twenty per cent. of our business men vote.

significance carried in the event of a particularly hot July night. Next day his ad. appeared with an illustration of a bath tub with a grinning youngster's head and shoulders exposed above its brim. Underneath the illustration were the words "He Didn't Mind the Heat Last Night; He Took a Plunge in One of Smith's Bath Tubs." The heading carried a touch of humor, and the plumber followed it up with a piece of logic in inviting the reader to be ready for the next warm night by having that long-deferred bath tub installed.

A hardware merchant utilized the event of a shortage of gas supply in severe winter weather to give the following advice: "Cuddle Up to a ——— ———. This wording stared from his ad. in good large letters, and on first glance it might seem a bit of light advice to bashful lovers, but the wording of the ad. beneath made plain the comfort to be derived from having a ——— ——— oil stove on the job if the weather was cold. And he sold them, too!

Reaching the Reader

These instances are but a few of the many that may be grasped to make seasonable advertising for nearly every line of business. Our Christmas ads., our housecleaning ads. and the ads. for all the set periods of the calendar, are common knowledge to everybody, and the reader knows when to expect them; but it is the little incidents in between that may be grasped and make real live ads.

Some incident or eccentricity of nature which gives us our variety of weather and climate, afford the ad-writer inspiration for ads. that are above the prosaic, and carry the punch. At no time is the prospective customer so receptive as at the time that some incident has created a demand or desire for a certain commodity or service. This is where the writer of seasonable ads. heads the van and makes the sales. He knows when to reach the consumer, and makes use of his knowledge.

FALL FAIR DATES IN PROVINCES

(Continued from page 208.)

Town	Date of Fair
Starbuck	Sept. 27
Fanncystelle	Sept. 28
St. Claude	Sept. 29
Rathwell	Sept. 30
Treherne	Oct. 1
Roseisle	Oct. 4
Graysville	Oct. 5
Elm Creek	Oct. 6
Carman	Oct. 7
Roland	Oct. 8
Oak Bluff	Oct. 11
Sanford	Oct. 12
La Salle	Oct. 13
Osborne	Oct. 14
Rossburn	Sept. 24
Makaroff	Sept. 27
Tummel	Sept. 28
Roblin	Sept. 29
Bield	Sept. 30
Grandview	Oct. 1
Binscarth	Oct. 4
Dropmore	Oct. 5
Shellmouth	Oct. 7
Russell	Oct. 7
Angusville	Oct. 8

What a Salesman Must Produce to Earn His Salary

Sal. per Week	When the Profit on the Line is About— 2%	3%	5%	8%	10%	12%	15%	20%	25%	30%	40%	50%	75%
$ 20.00	$1000	$667	$400	$250	$200	$167	$133.00	$100	$ 80	$ 66	$ 50.00	$ 40	$ 27
25.00	1250	833	500	313	250	208	167.00	125	100	83	63.00	50	33
30.00	1500	1000	600	375	300	250	200.00	150	120	100	75.00	60	40
35.00	1750	1167	700	438	350	292	233.00	175	140	117	87.50	70	47
40.00	2000	1334	800	500	400	334	266.00	200	160	132	100.00	80	54
45.00	2250	1500	900	562	450	375	300.00	225	180	150	112.00	90	60
50.00	2500	1666	1000	626	500	416	334.00	250	200	166	126.00	100	66
60.00	3000	2000	1200	750	600	500	400.00	300	240	200	150.00	120	80
75.00	3750	2500	1500	937	750	624	500.00	375	300	250	187.00	150	100
80.00	4000	2667	1600	1000	800	667	533.00	400	320	267	200.00	160	107
90.00	4500	3000	1800	1125	900	750	600.00	450	360	300	225.00	180	120
100.00	5000	3333	2000	1250	1000	833	667.00	500	400	333	250.00	200	133
125.00	6250	4167	2500	1562	1250	1042	833.30	625	500	417	213.00	250	167
150.00	7500	5000	3000	1875	1500	1250	1000.00	750	600	500	375.00	300	200
175.00	8750	5833	3500	2187	1750	1458	1167.00	875	700	583	437.00	350	233

Kinosota	Sept. 16
McCreary	Sept. 20
Glenella	Sept. 21
Plumas	Sept. 22
Arden	Sept. 23
Gladstone	Sept. 24
Amaranth	Sept. 29
Langruth	Oct. 1
Westbourne	Sept. 27
Cardale	Sept. 28
Oak Lake	Sept. 29
Crandall	Sept. 30
Hamiota	Oct. 1
Strathclair	Oct. 4
Elphinstone	Oct. 5
Shoal Lake	Oct. 6
Birtle	Oct. 7
Foxwarren	Oct. 8
Solsgirth	Oct. 9

SASKATCHEWAN

Town	Date of Fair
Duck Lake	Sept 4
Maymont	Sept. 10
Kinistino	Sept. 14, 15
Paynton	Sept. 16
Piapot	Sept. 28
Maple Creek	Sept. 29

ALBERTA

Town	Date of Fair
Berry Creek (Pandora)	Sept. 3
Bowden	Oct. 1
Bow Valley (Bassano)	Sept. 9, 10
Busby	Sept. 15, 16
Bye-Moor (Hartshorn)	Sept. 3
Cochrane	Sept. 7, 8
Colinton	Sept. 22
Didsbury	Sept. 1, 2
Donnelly	Sept. 28
Durlingville and Bonnyville (Bonnyville)	Sept. 8
Edgerton	Sept. 18
Elk Point	Sept. 10, 11
Fort Saskatchewan	Aug. 31-Sept. 1
Griffin Creek	Sept. 14, 15
Hays (Lousana)	Sept. 6, 7
Innisfree	Sept. 6, 7
Irvine	Sept. 16, 17
Kitscoty	Sept. 13, 14
Mannville	Sept. 8
Manyberries	Sept. 1
Matziwin (Brooks)	Sept. 14, 15
Mid-Pembina (Dunstable)	Sept. 3
Milnerton	Sept. 29
Mosside	Sept. 9
Nakamun and Sion District	Sept. 1
Nanton	Oct. 4, 5
Paddle River (Barrhead)	Sept. 7
Plamondon	Sept. 6, 7
Priddis and Millarville (Priddis)	Oct. 2
Rochester	Sept. 21
Rocky Mountain House	Sept. 20, 21
Sangudo	Sept. 1
Spirit River	Sept. 21
Starland (Rowley)	Sept. 15
St. Paul	Sept. 14
Vegreville	Sept. 3, 4
Vermilion	Sept. 9, 10
Wainwright	Sept. 16, 17
Warspite	Sept. 5
Waterhole	Sept. 16, 17
Athabasca	Sept. 23, 24
Veteran	Aug. 16, 17

BRITISH COLUMBIA

Town	Date of Fair
Parksville	Sept. 9
Lasqueti Island	Sept. 11
Saanichton	Sept. 13-15
Ganges Harbour	Sept. 15
Alberni	Sept. 16
Duncan	Sept. 16-18
Sooke	Sept. 17
Victoria	Sept. 20-25
Cobble Hill	Sept. 28
Courtenay	Sept. 28, 29
Ladysmith	Sept. 28, 29
West Vancouver	Aug. 14
Burquitlam	Sept. 1
Ioco	Sept. 4
North Vancouver	Sept. 3, 4
Chilliwack	Sept. 7-10
Matsqui	Sept. 9, 10
Vancouver	Sept. 11-18
Surrey	Sept. 21
Agassiz	Sept. 22
Maple Ridge	Sept. 21, 22
Langley (Milner)	Sept. 22
Richmond	Sept. 22, 23
Mission	Sept. 22, 23
Coquitlam	Sept. 23
Aldergrove	Sept. 24
New Westminster	Sept. 27-Oct. 2
Abbotsford	Oct. 5
Ladner	Oct. 8, 9
Kelowna	Sept. 8, 9
Kamloops	Sept. 8-10
Pritchard	Sept. 15
Armstrong	Sept. 21-23
Salmon Arm	Sept. 22, 23
Penticton	Oct. 6, 7
Summerland	Oct. 13, 14
Cranbrook	Sept. 1, 2
Natal	Sept. 6
Trail	Sept. 7, 8
Golden	Sept. 10
Athalmer	Sept. 15, 16
Fruitvale	Sept. 18
Nakusp	Sept. 22, 23
Needles	Sept. 23, 24
New Denver	Sept. 28, 29
Nelson	Sept. 28-30
Creston	Oct. 2
Slocan City	Oct. 3
Prince George	Sept. 15, 16
Bulkley Valley	Sept. 21
Prince Rupert	Sept. 22-24
Bella Coola	Oct. 2nd week

SMALL DISCOUNT ON PURCHASES

By way of getting as much business in the first part of the day as possible; rather than in the afternoon, and a short time before closing as is sometimes the case, one merchant who conducts a large trade offers a small discount on all purchases made before ten o'clock in the morning. The discount not only distributes sales better, but brings in a much larger volume of business. A customer arriving at the store early is likely to remain longer and make a greater number of purchases.

A glance through the main store of the Armstrong, Smyth and Dowswell hardware business, Regina. Interior and window displays are the important factors in this store: the former being well demonstrated by the arrangement of stock, up-to-date fixtures and general layout as shown herewith.

Step by Step With Western Progress

Armstrong, Smyth & Dowswell, Regina, Sask., Have Experienced the Fluctuations of Western Business Conditions During Past Fifteen Years—From Small Beginning Have Developed to Prominent Retail Hardware Business in Western Canada—Sound Policy Has Guided This Enterprise

CAREFULLY prepared interior and window displays have played no small part in the successful development of the Armstrong, Smyth & Dowswell business at Regina. It has been the firm's policy to change the trim very frequently. The windows are looked upon as an important factor in advertising the store and its merchandise, and they receive much attention. A stationary background of rosewood has been constructed at the rear of each display window and the whole layout has been planned with a view to facilitating a change of trim.

This hardware business is one of the retail stores of the Western prairies which has progressed step by step with the development of "the land of opportunity." The past fifteen years since this business was established in Regina have seen some remarkable changes in Western Canada, and the steady growth of this firm's trade has been accomplished despite setbacks caused by loss through fire. In 1911 the store was completely gutted by fire and again in 1917, a considerable loss through fire was sustained, but by co-operation and the following of a far-sighted policy in management, the members of the firm have succeeded in building a most substantial retail hardware business.

A glance through the main store, as illustrated herewith, indicates a neatly kept and well arranged stock. Everything is within reach and can soon be located by the customer on entering the store. It will be noticed that the fullest use is made of up-to-date store fixtures. A curved showcase opposite the entrance contains a display of watches, balls, etc., and two rows of showcases extend down the centre of the store nearly to the rear. Small tools and other such lines are given prominence in these cases. On the walls there are glass-fronted display cases for saws and such lines, over which are a series of drawers with samples of what they contain shown on the front of each. Another series of drawers at the base of the wall fixtures complete the arrangement which keeps the stock within easy reach and yet gives the store a neat appearance.

Much the same design in wall fixtures is carried out on the other side of the store, though in place of the long glass cabinets for saws and such tools, there are smaller drawers with glass fronts for displaying cutlery and other household requirements. At the rear of the store is a rack for displaying harvest tools and garden implements. An up-to-date cash carrying system and ladders

on a rail for reaching the upper shelves are also used in the store.

Some changes, having for their object the improvement of the store's appearance, were made this spring. These included the replacing of a large nail counter with a wrapping counter provided underneath with bins for hinges, etc. This alteration provided considerably more space and allowed the installation of a small tool rack which, the management states, has more than paid for itself already. Formerly the store salesman had to go to the basement for tools and take the customer as well. Under the new arrangement the salesman can wait on one customer while the other is picking out his garden tools or any such tools whch he may require and which are all grouped in the one department.

Small Goods Counter Stimulates Business

The use of a small goods counter at set prices of 5, 10 and 15 cents, has given a distinct impetus to trade in such lines in this store. Tables are provided on which are baskets containing articles of these prices and plainly marked with price tickets. It has been the experience that customers will interest themselves in the lines thus displayed, being interested in inexpensive articles for use in the home.

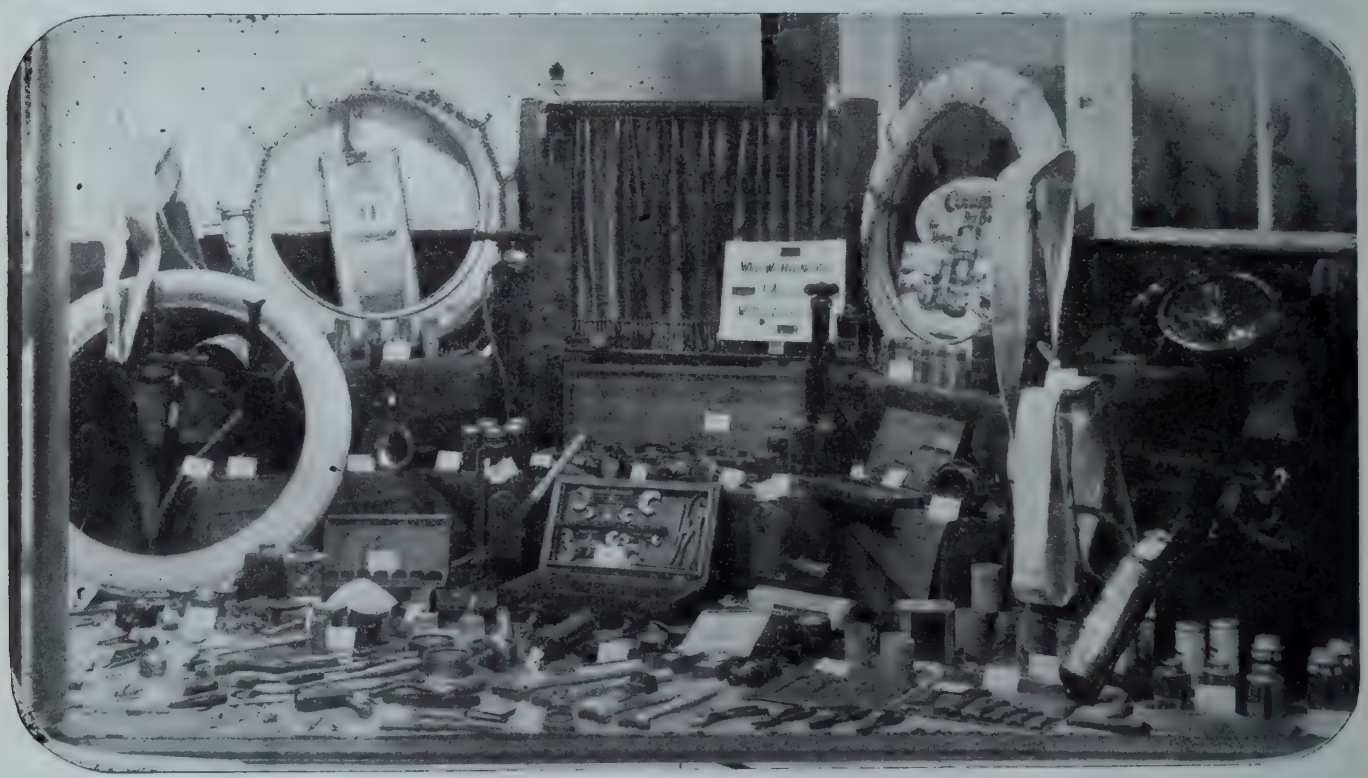
Stoves, Refrigerators, Washing Machines in Separate Dept.

Extensive alterations were also carried out recently on the second floor of the store. Stock shelves which extended on both sides of the store, from the front to about twenty feet from the back, have been taken out and a commodious display room is the result. As can be noted in the illustration this room is used for the display of stoves, refrigerators, washing machines, coaster wagons, lawn mowers and a few other specialties. At the rear is a case of builders' hardware with cupboards provided for butts of all kinds and shelves for the locks.

This department is used for the display of seasonable lines and it has been found that the location of the department has stimulated sales of such lines as are shown. It will be noted that with one or two exceptions these lines are ones which run into considerable money, and ones which the customer does not decide on as readily as in the case of more inexpensive articles. The idea of having this department so situated is that the customer is away from the noise of the main store and there are no distracting influences to act on either customer or salesman. The stock can also be kept in better condition because there is little traffic through this department, and it therefore shows up to better advantage. Furthermore there is plenty of room to give a thorough examination of the stoves, washers, refrigerators or other lines, and the customer is not so inclined to make a hasty and unjust decision. The effect is to make the customer feel at home and while in that mood he or she is in a better frame of mind for buying.

Demonstration Draws Trade

The management of this store are greatly in favor of the use of demonstrations for stimulating sales of seasonable lines. They believe that the showing of the various lines of household goods in actual use is an important factor in selling and the best use is made of this medium. Recently a very successful demonstration of refrigerators was carried on. Two refrigerators were shown in the store window throughout one week. On Monday morning the ice chambers were filled with 150 lbs. of ice and a variety of perishable goods, such as milk, butter, salt, sliced bananas, oranges, grape fruit, onions, meat, cheese, cabbage, lettuce, salmon, cigars, etc., was placed on the shelves. The refrigerator was then sealed in the presence of the mayor and another official at 2 p.m. on Monday. On the following Thursday afternoon at 3 p.m. the seal was broken in the presence of the same men, with crowds of citizens looking on, and every article was found to be in perfect condition with a



The sale of automobile accessories has been made profitable in this store largely through the intelligent use of the windows. In four years the accessory business in this store has developed from a small assortment of very necessary lines to a complete stock of practically everything in the accessory category, and a separate department is required to handle the business. It is felt by the management that a good deal of enthusiasm is necessary in the sale of accessories, and as the windows are an important factor in advertising their value should not be overlooked in achieving this result. Note that each article bears a price ticket.

This is the second floor of the Armstrong, Smyth & Dowswell store in Regina. Extensive alterations were recently carried out in order to give room for a commodious display of household lines such as stoves, refrigerators, washing machines, lawn mowers, screen doors, ladders, clothes horses, fire grate appurtenances, etc. Moving this department to the second floor, where it is away from the noise and traffic of the main store, has proved a great stimulant for sales of these lines. Customers appreciate the removal of distracting influences when contemplating the purchase of lines such as these which, as a rule, call for a considerable outlay. The stock can also be kept in better shape and, therefore, shows to good advantage.

temperature of less than 36 degrees above zero in the refrigerator.

Get Customers' Opinions Before Demonstrations

Expressions of opinion from customers prior to the demonstration, were that such a feat was an impossibility. The test proved that it was not impossible and also showed that the particular line of refrigerators as carried by this store were of a high quality. Many customers have now been convinced that a good refrigerator is the cheapest in the end, in the saving it effects in ice bills throughout the warm weather, and the result of the demonstration has been to greatly increase sales of that particular line.

Similar success has attended demonstration of other lines in this store, and the management have found that the actual showing of what certain articles will accomplish in household use, goes a long way in disposing of them. They make a point of learning how customers are disposed towards certain lines, and if there is any misapprehension as to the use of such lines, a demonstration is arranged for to clear up the difficulty. It is realized that showing the articles in actual use will appeal to the customer much stronger than the best sales talk ever given. It is at least a good supplement to the sales talk.

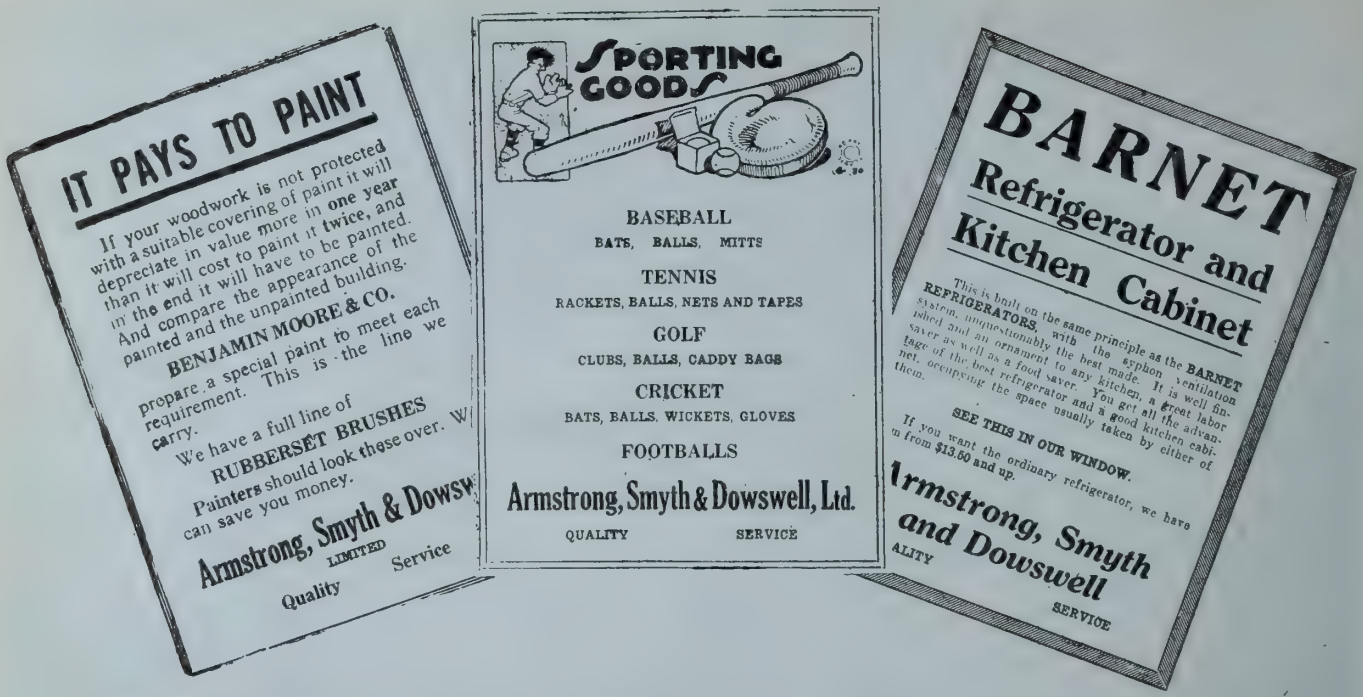
Auto Accessories Highly Profitable

Automobile accessories have been found to be a hghly profitable line in the store's trade. Four years ago a small assortment of accessories was put in stock, and development has been so rapid that to-day a regular department is devoted to the sale of this line. The splendid window display shown herewith indicates that there is some real enthusiasm behind the sale of accessories in this district. If not, it is not the store's fault. The management of this store appreciate highly the advertising value of well dressed windows, and auto accessories get a very fair share of the publicity through this medium.

Testing the Value of Window Display

In order to test out the value of the windows in displaying accessories the management watched sales very closely during the period the window was in and compared these with sales made when the window was being devoted to some other line. They found the record highly in favor of displays in the window as a stimulant for sales of accessories in the store. It has been found that in some communities there is still a slight tendency to overlook the fact that hardware stores are selling accessories. The motorist generally start out to head for the local garage unless he has already been introduced to accessories through the medium of the hardware store. Therefore a good display in the window will be a big help in arresting the motorist's attention. There is no question the hardware dealer has a big lead over the average garage when it comes to window displays, for the hardware store is generally kept in better shape and the windows lend themselves more to attractive displays of accessories.

The window shown herewith indicates a well arranged display of a great many accessory lines. Small tools, tires, repair kits, pumps, etc., are prominently shown. Suggestion is an important factor in the sale of accessories in view of the fact that there are so many new lines constantly coming on the market. The motorist is unable to keep track of all the new devices which are manufactured for use on his car, and it is only when he sees such lines on display that he is influenced. And right here it might be stated that every motorist has a hobby for fixing up his car with the most useful accessories available, and while there are many unimportant lines produced from time to time yet there are constantly being marketed articles which have a distinct value in increasing the comfort aud utility of the motor car, and the motorist is interested in any display of accessories



Some samples of advertisements used by Armstrong, Smyth & Dowswell, Ltd., Regina, to carry forward the general plan combining the use of store windows and interior displays. Practically the same size space is used each time and a uniform style of set-up and readers are more readily familiarized with the distinctive appearance of this store's ads.

Window displays have helped to make builders' tools a fast-moving line in the Armstrong, Smyth & Dowswell store. The management keeps a finger on the pulse of business and arranges displays and other publicity to meet changing conditions. At the present time there is a revival of building in Western Canada, and, therefore, builders' tools are frequently displayed. A well-arranged window, representing a very complete stock of tools for carpenters and masons, is illustrated herewith. Each article is plainly marked with a price ticket.

because it gives him his only opportunity of seeing "what is new."

Auto Accessories in the Store

A showcase is devoted to auto accessories in the store during the period from the first of March until November of each year. While the goods are on display in the showcase or in the window, each article is prominently marked with price tickets in order to facilitate the customer's selection. When asked as to whether the devotion of a complete showcase to accessories during the period mentioned, brought returns in proportion, the management replied, "It certaily does pay in dollars and cents." In the store, in addition to the showcase, the stock of accessories is carried in shelves on the wall near the centre of the store, and a wall case is used for displaying small accessory lines.

Builders' Tools and Hardware

Builder's tools are a fast moving line in the store trade as well, and here too the windows are used to good advantage. Building conditions are rapidly reviving in Western Canada, following the stagnation of the past few years due to rising costs and scarcity of help and material. With the changed outlook the hardware trade are taking steps to "cash in" on the sale of builder's tools and hardware. The window shown herewith indicates an attractive and effective arrangement comprising saws, levels, planes, rules, hatchets, hammers, screw drivers, braces and bits, tape measures, etc. Here, too, the idea of plainly marking each article with a neat price ticket is carried out to a good advantage. The use of windows for the display of these lines has been found to be a distinct help to sales of tools in this store.

Study Local Requirements in Sporting Goods

Sporting goods receive much attention in the store's trade, and during the past three years sales have largely increased as result of this attention. This department was started similarly to the auto accessories, with a small stock, and by the study of local requirements, the sources of business and the methods of drawing that trade to the store, the department has now grown until it commands the attention of a qualified sporting goods salesman and the department stands by itself. One showcase is devoted to the display of sporting goods throughout the year, the seasonable lines being changed periodically. The stock is carried on shelves near the showcase so that the various articles are within easy reach. A wide range of sporting goods for golf, tennis, cricket, football and baseball are carried. Golf clubs are given a special rack at the front of the store inside the door, as it has been found in the case of this particular line that golf players are interested when the articles for playing the game are put directly before them and they are allowed to handle and test out the various clubs. Perhaps in certain other communities the local sporting fans may have a stronger leaning toward some other form of sport and if their te dencies to handle the goods are as strong as those of the golfers in Regina district, then the thing to do is to place the goods within their reach and let them stir up their own enthusiasm by handling the various articles. It is an important factor in the sale of this line of goods, and one which can be utilized to great advantage by the resourceful dealer.

Every Store Should Have a Rest Room

So Says Dominion President J. A. Banfield of the R.M.A. —A Feature which Has Attracted Many Women Shoppers—A Class of Trade Well Worth Developing—Women's Rest Room as Standardized in Winchester Chain of Hardware Stores.

At the recent convention of Western members of the Retail Merchants' Association in Moose Jaw, J. A. Banfield, president of the Retail Merchants' Association of Canada, suggested that every merchant should have a rest room in his store. He described the store of a retailer in a small town in Manitoba where there is a small rest room fitted up with a rug, a writing desk and a few comfortable chairs. "There is never a day passes in the store but what some committee of women in connection with local churches or other organizations meets in the rest room. Can you beat that for advertising?" asked Mr. Banfield. "Try it."

For the benefit of those hardware merchants who might be considering the question of a rest room in their stores, herewith is shown the rest room adopted as a standard for all the chain of Winchester stores throughout the United States. There is no question women are doing a larger proportion of the shopping in hardware stores to-day than in the past. Certain stores are catering to this class of trade and find it is profitable.

For the comfort and convenience of its women patrons the Winchester stores have fitted up this rest room, which is to be found on the balcony. These rest rooms are beautifully furnished in wicker furniture of comfortable and stylish pattern and desks with stationery, magazines, etc., are installed. This feature indicates thoughtfulness on the part of the store proprietor and is one of the little conveniences which women shoppers like to have extended to them. There is little doubt of its paying good returns judging by the response made by women in stores where the feature has been adopted.

What Represents a Fair Business Profit?

A Review of Conditions Which Have Led Up to Present Merchandising Conditions—Cold, Common-sense Leads Back to Conclusions That Are Lost Sight of in Modern Business—By What is Profit-Fixing Governed?—Other Interesting Points Dealt With

By W. R. Basset in "Printers' Ink"

NO QUESTION at all exists as to what is an unfair profit. An unfair profit is the profit which the other fellow makes. The profit which you make cannot be unfair—and you will explain exactly why it is not unfair as long as anyone will listen. In fact, if you are allowed to talk long enough you will make out a case against yourself, even if none in the first place existed.

But what is a fair profit?

And who should determine the profit? Are we really talking about profit or about price? Does a high price mean a high profit, and does a low price mean a low profit? Is there any connection at all between price and profit? Does the buyer or seller make the price, or is the price made by an outside force over which neither has any control?

An endless number of questions arise when one starts to talk about prices and profits. We get into the same morass of trouble as when we talk of wages being high or low without reference to what is being given in return for the wages.

And in addition we have the complications of currency inflation, and on top of that the problem of scarcity, which resolves itself more or less into a discussion of what a crust of bread is worth to a millionaire who is starving.

The word profiteer is a glib and ready one that springs easily from the lips whenever we think we have been overcharged or—what amounts to the same thing—cheated. Our resentment unconsciously leads us to take an entirely unbusinesslike view of the whole situation—a view which we would not ordinarily take.

If, for instance, I sell a suit of clothes to a second-hand dealer, I shall not get what the suit is worth. I hope to get more than it is worth, but expect to get less. Really, I do not know what the garment is worth for resale, because I am without knowledge of the market. The man who buys from me will, on the other hand, know the market, and will refuse to pay me a sum greater than he can easily resell it for at a profit.

Today, both buyers and sellers are in the position of the man selling to the old-clothes man—none of us knows what anything is worth. And that is why I say it is easy for any man to convince himself that whatever prices he charges are fair. For every man who sells also buys, and his sales prices are often but a reflection of the impotence that he feels in buying. This all leads to a general looseness of thought and expression and to other short-comings.

To-day both buyers and sellers are in the position of the man selling to the old clothes man—none of us know what anything is worth.

* * *

The buyer who goes away from us feeling that he has been cheated is the seed of our future bankruptcy.

* * *

It is unnecessarily expensive to put the profiteer in jail.

* * *

In discussion of capital and labor you would imagine that only the laborer worked and never had any work done for him, and that likewise the owner of capital only buys services and never has his own for sale. This is nonsense.

The Hard Path of the Profiteer

We are all of us too prone to forget that the buyer who goes away from us feeling that he has been cheated is the seed of our future bankruptcy. The man who declares that he will "get his now while the getting is good" never does get his, for the short-sighted greed that prompts his action never knows where to stop, and the end is financial shipwreck. In pushing forward to get more, he does not see that the conditions which permitted him to make his killing have changed, until all at once he is brought up with a sharp turn and everything is taken away from him.

What punishment shall be meted out to the man who profiteers? If we think of him as a cheat, then it is unnecessarily expensive to put him in jail; the laws of nature will take care of him. Indeed, jailing him may well be a kindness, for not otherwise would he have a chance to conserve his resources!

Take the profiteer as he is today luridly conceived. Let us pursue the animal. We recently had a judicial formula handed down which may be used as a description and prevent dragging in the wrong beast. A Federal judge has said that a just and reasonable retail profit must be determined on the wholesale cost of merchandise at the time of purchase and not at all upon the market value at the time of sale.

This is an interesting thought which prompts one to reflect whether a fair profit means that sellers should not make money or that buyers should secure a low price.

For instance, I might, by the exercise of foresight, have bought in 1915 a stock of some commodity in Japan and have been unable until 1920 to get it across the ocean on account of the shipping regulations. Let us say that the goods stand me ten dollars a unit in my American warehouse. The man across the street buys his stock in 1920; it stands him thirty dollars a unit, and he offers it at retail at fifty dollars. If I offer mine at forty, I am profiteering—even though the public pays less than it would have had I not had foresight. On the other hand, if I sell my stock at retail at thirty, I am accused of cutting business from under the feet of my competitor, and also I realize so little money that when the old stock is exhausted I shall not, in spite of my profit, have money enough to replenish at the then market price.

If I follow the logical sequence of the rule as laid down, my only course, if I am condemned with a forehanded disposition, is not to make a price but, on the contrary, send all of my stock to auction and let the public make its own price.

Exigencies of Selling

Or again suppose that I have a badly chosen stock that will not move out as a whole. A sudden demand arises for some article which I happen to have had in stock for a long time but which had practically gone off the market. I sell out that one article at a profit of one thousand per cent., but the profit on that single article is not enough to meet the going expenses of my shop and I am forced into bankruptcy. Can I be both a profiteer and a bankrupt?

Or turn to manufacturing. If I have a well-managed plant and planned production, I can surely turn out goods at a lower cost than a competitor who has an ill-managed plant and whose production planning could scarcely be dignified by that name. If I sell at his price then I am a profiteer. If I sell on costs at a low profit in order to get the trade, shortly I shall be so large

that I shall be charged with unfair competition and price-cutting. We have laws to prevent manufacturers sending goods to our shores on almost that identical basis.

Or leave the question of profit per sale and take the year's profit on invested capital. I may keep my capital working through every day of the year, and by frequent turnovers at a low profit per turnover make a very high profit on my invested capital. I shall have performed a high public service, but, according to the governmental notions of business, I shall be a profiteer. I could purge myself of the accusation of impurity only by chucking my knowledge of business out of the window and raising my prices sufficiently to slacken the turnover, and, although making a larger profit per sale, make less on my invested capital.

Or I might increase my capital. Of course I shall, against my will, have to charge the public more for my goods. This is not only business but social lunacy. But unless I try to act like a lunatic I am apt to be put into jail. Witness the case of the Brooklyn haberdasher who was arrested as a profiteer by agents of the Department of Justice because he made (including his salary) a profit of 19 per cent. on sales which happened to be 60 per cent. upon his invested capital. That poor fellow committed suicide in his disgrace.

"But," someone will immediately ask, "would you take the lid off profits and let every man charge exactly what he chooses? How, then, could you curb the greedy? Would not the public then be at the mercy of the profiteers? Should we not soon be paying $75 for a pair of shoes and $5 a pound for beefsteak?"

And there unfolds a dreadful picture of a world peopled by only two classes —profiteers and their victims. Here again we have a delightful assumption growing out of the loose thinking of the times. In discussions of capital and labor you would imagine that only the laborer worked and never had any work done for him, and that likewise the owner of capital only buys services and never has his own for sale. This is nonsense.

There are no such abstract entities. This is a world of human beings, and it is impossible, for instance, to conceive of a shoe-dealer whose sole activity in life consists in selling shoes for many times what everyone else thinks he should sell them for. For that shoe-dealer in spite of his bad disposition, cannot get on without buying food, clothing and shelter. Even landlords require food and clothing. And this brings us to the extraordinary belief which now seems to prevail that if a dealer refuses to sell his shoes for less than $75 a pair, or the butcher refuses to sell his beefsteaks at less than $5 a pound, there is somewhere some compulsion on the part of the buyer to buy at that price.

Situations can be imagined in which one might have to buy a few commodities at any price in order to preserve life. But such situations are rare. They have no more to do with business than has the salvage of a ship at sea to do with the ordinary routine of the merchant marine. And again it is presupposed that in this dire emergency the buyer has the money with which to pay the so-called exorbitant price.

In other days, when there was not so much money, people did not quarrel about prices. If the prices were too high they did not buy and the seller reduced his prices until he reached a level where he could find buyers. That is precisely what would happen today if prices were to go as high as the popular imagination sends them.

The Buying Power of Money

What we forget is that very frequently we do not know when a price is high or low or how high or low a price is because of the drop in the purchasing power of money. If $75 has the relative buying power of $6 or $7 in 1914, then $75 is not too much for a pair of shoes. If, on the contrary, $75 retains the purchasing power of $75 in 1914 (using 1914 as the last year in which values had relations we can comprehend), then $75 would be too much for a pair of shoes, which would be demonstrated by the fact that no one would buy them, and the shoe-dealer would not be a seller, but merely an exhibitor of footwear. You would not say that he was a profiteering merchant because he charged so much for shoes. You would say that a purchaser was a fool for paying so much.

Or take another case: Say that a fair meal may be bought in the dining-cars of a certain railroad for $2. A train carrying one of these diners becomes stuck in a snowbank, miles away from any habitation. Thereupon the steward of the dining car raises the prices to a point where the $2 meal costs $20. Would you prosecute that steward as a profiteer or would you send him to an insane aslyum? If you kept your head level, you would send him to an asylum, because his passion for the near dollar would probably go far toward breaking up the passenger traffic of that railroad.

Now we begin to see where lies the difficulty in deciding what is a fair profit. We are, in effect, trying to measure milk with a yard-stick instead of a quartern. We are presupposing that the seller and not the buyer makes the price, and that there is some connection between philanthropy and business.

There is no such connection: philanthropy has no place whatsoever in business, which is not at all a condemnation but rather a praising of business and a lifting it out of the paternalistic mire. Let us get rid of any confusion between benevolence and business practice. Let us strip business of everything approaching cant.

Take the familiar instance of a merchant granting credit to a young man starting in business and who has no tangible assets, which in the card-index theory of credit-granting would warrant an extension of credit. The merchant says:

"This is a nice young man. I think he will do well, and therefore I shall take a chance on his account." And then he smiles benignly in his self-satisfaction.

That merchant has not performed a charitable act—although he thinks he has. He has advanced those goods on the character of the man, and character is the only really first-class asset that is to be considered in the extension of credit.

Or again, take the many manufacturers, among whom Henry Ford is perhaps the most prominent, who have many times said, in effect, "I will send my goods to the market at prices so low as to put them into the possession of every man, woman and child." Ford exhibits himself as a public benefactor and is performing the highest possible

Strange to say, every business in this country that has attempted a monopoly has found its largest success after it has abandoned all notion of capturing the market other than by giving a large service at a low price.

* * *

An attempt at monopoly usually brings in competitors who evolve substitutes that take the place of the monopolized article and the monopoly breaks of its own weight.

* * *

Fixing profits is infinitely more viciously destructive of economic life than fixing prices.

Very frequently we do not know when a price is high or low or how high or low a price is because of the drop in the purchasing power of money.

* * *

We are presupposing that the seller and not the buyer makes the price.

* * *

Any attempt to fix profits or wages or any of the workings of business on a basis that human beings shall not be selfish is bound to fail

service to the public, but also he is making more money than all the people together who think they are charging high prices; for consciously or unconsciously he has hit upon exactly the right way of doing business. If he had, on the contrary, selected a different course and, as the phrase goes, "taken advantage of the public," the immediate effect would have been a reduction of his sales by half, and in consequence a partially idle plant, a disrupted organization, and a red figure on his balance-sheet.

The talk about fair and unfair prices is quite beside the real point. It is not at all necessary to surround the matter of prices with a mist of sentiment. The charging of extraordinarily high prices may or may not be immoral. That, too, is beside the point. Low prices may also be immoral. And if we lug philanthropy into business, what are we going to do with the man who gets perfectly hipped on the notion of selling things cheaply to the public, and in his ardor forgets to pay his probably less emotional creditors? Is he an idealist or a crook?

But are we to admit impotence in regulating profits? Shall we allow human greed to run amuck? Running amuck is not a diversion that can long be sustained. Usually one hits a stone wall or otherwise demonstrates the physical phenomenon that two solid bodies cannot occupy precisely the same space at the same time.

Let us go back to our shoe-dealer. Fifty years ago most workmen went barefooted in summer because shoes were considered too expensive to be worn heedlessly. There is abundant evidence to sustain the conclusion that feet were made primarily to stand on rather than to give aid and comfort to shoemakers. But to-day very few people think of going barefooted at any time of the year. We have grown into the habit of wearing shoes and most people have several pairs. We took up the shoe-wearing habit not because our feet had changed, but because shoes became cheaper. Now, if shoes are held at such a price that the ordinary person cannot buy a pair, then he will go barefooted, and although at first going barefooted may roughly use the tender foot, the makers of shoes will suffer more than the owners of feet.

The Moral Issue in Business

We can discuss the morality of prices, and we can shed long, salt tears as we pay our bills, and, if we possess sufficient imagination, we can carry on our sorrow into the process of passing the additional cost on to those whom we sell, but really are we getting anywhere with all of this self-deception about prices? Is it not better to recognize right off that good business is founded upon enlightened selfishness and go forward on that principle?

It is not at all necessary to introduce the moral issue into business. A successful business man must have character; he must also meet his financial engagements. Or put it another way: a business man cannot be successful unless he has character. But any attempt to fix profits or wages or any of the workings of business on a basis that human beings shall not be selfish is bound to fail.

Price fixing leads through the socialistic state into the communistic state. Profit fixing leads to chaos.

* * *

The only possible method by which lower prices can be achieved is a method which stimulates production—that which gives more to distribute.

* * *

People have gone astray on this whole matter of profits and prices because they forget the yesterday when the producer was beseeching the consumer to buy.

* * *

The seller does not fix the price. The buyer is ordinarily and especially to-day the ultimate price fixer.

It is the fashion these days to predicate reforms upon bringing about a quicker change in human nature. It would seem to the writer to be better to identify service to the public with self-interest; then those who are amused by being self-righteous may take their diversion on the side and not interfere with the orderly conduct of human affairs.

We are witnessing to-day the large changes which the introduction of labor-saving machinery has made in the conduct of industry, especially in the direction of making prohibitive the cost of an idle plant. But a plant will not be idle if its production is put within the reach of almost everybody. The wants of man are infinite. It is up to the man who desires to supply some of those wants to put his articles on the market at such a price that they may be bought in ever-increasing quantities by a constantly growing number of people. That is the best way to serve humanity, but it also happens to be the way to make the largest profit; a particularly forunte provision of nature, since if in best serving the public one also best serves oneself, one will not become tired of serving the public.

From the owner's standpoint, it is not the percentage of profit per sale that counts, but the annual profit, and it is growing increasingly evident that the business which has a large annual profit on a comparatively small number of sales or turnovers of capital at a large margin per sale is not nearly so stable as the business which gains a larger annual profit by a great number of turnovers at a small profit per turn.

It is always the first thought of monopoly that it will gain the largest profit, first, by shutting out all competitors; second, by charging the largest possible price the public will pay. But, strange to say, every business in this country that has attempted a monopoly has found its largest success after it has abandoned all notion of capturing the market other than by giving a large service at a low price. A monopoly founded on service is a legitimate monopoly.

Take the automobile trade. Under the Selden Patents, it was thought that, by a system of licensing, the number of people permitted to make automobiles could be restricted, and all danger of glutting the market be removed. But the great progress in the automobile industry has been since that patent expired! To-day it never occurs to the owners of an automobile factory to try to monopolize the market. What they try to do is to turn out a good car at a fair margin of profit. All the combinations of companies in the industry, and there are several such, are successful only in the degree that they tend to increase production and at the same time decrease prices.

Monopoly Breaks Its Own Weight

An attempt at monopoly usually brings in competitors who evolve substitutes that take the place of the monopolized article. An interesting illustration of this was lately given by the manufacturers of an automobile horn. In the beginning they thought they were protected by patents and charged a high price for their product, with the idea that they had the market at their mercy. Other men saw the possibilities, were attracted by the field, attacked the patents and broke them and the company. The company which devoted so much of its energy to forming a monopoly has now a heartbreakingly low profit on its capital. A die-casting company gave itself up to the guarding of its secret process and sold a small number of castings at high prices. It was noised about that the process was a regular gold mine. Other companies were formed; they gained a knowledge of the process, and now the original company must fight hard to keep pace with its too many competitors. Camel's-hair cloth was put on the market at a very high price; it became popular, and now so many substitutes, which only an expert can distinguish from the real thing, are offered that the market for the genuine cloth is shattered.

A fair profit, then, to go back to that term, is not a figure which may be settled by any outside authority, and it has nothing at all to do with invested capital. It is fair that a premium should go to the man who can so turn capital as to make the largest possible percentage upon it. The whole trend of scien-

(Continued on page 232.)

Important Data Concerning New Taxes

Stamps to be Used Shortly

Reports from the Inland Revenue Offices are that stamps for luxury taxes are not likely to be used until September 1. A system is being arranged for rebate on cancelled stamps at shops where returned articles are numerous. There are also many other phases of the question which require attention and which have delayed the enforcement of this process of collection.

Revenue stamps will be provided in denominations of from one to ten cents inclusive, 13 cents, 15 cents and all multiples of 10 cents up to $1. In addition there will be one, two, three, four, five and ten dollar stamps.

If a person buys an article worth $200 on which the tax is 10 per cent., or $20, the procedure will be for the salesman to affix two $10 stamps to the sales slip or invoice and collect $20 from the purchaser, the stamps acting as evidence that the tax has been paid. The stamps will have to be defaced so that they cannot be used again.

Stamps used for this purpose would have a value equal to that of bank notes or Dominion bills for a similar amount, and a great deal of attention is, therefore, being given to the question of having the stamps so defaced that they cannot be "raised" or used again. The use of punches is likely to be adopted for this purpose.

The use of stamps will obviate the necessity of keeping duplicate sales slips and making semi-monthly returns. When ready, supplies of these stamps will be placed in the hands of Collectors and Sub-Collectors of Inland Revenue at the Divisional and Out Offices and also in the hands of Collectors and Sub-Collectors of Customs Ports and Outports.

Tax Rulings

CREDIT SALES.—When selling goods on credit the full amount of the tax must be collected in cash at the time of sale.

* * *

1% SALES TAX.—This tax is paid by manufacturers, wholesalers and jobbers and, unless absorbed, must be shown separately on invoice from manufacturer to wholesaler and invoice from wholesaler to retailer.

* * *

2% SALES TAX.—When buying direct from manufacturer or importer the retailer will be invoiced with a total sales tax of two per cent., though the manufacturer may bear one per cent. himself and only show one per cent. on the invoice.

* * *

RETAILERS' RETURNS.—Luxury Tax returns must be made on the 1st and 15th of each month to the Inland Revenue Office controlling your district.

* * *

MEDIUM OF MAKING RETURNS.—Until such time as the tax stamps are issued invoices must be made out in triplicate, two copies to be used as before and the third for the information of the Government. Where duplicate forms are in use a sheet of paper might be slipped into the counter book to make the third copy.

* * *

SEPARATE BILLS FOR TAXABLE AND NON-TAXABLE ARTICLES.—To keep records clear some merchants have found it advisable to make out separate bills for taxable and non-taxable goods. On taxable goods sale slips must be made out for cash as well as credit sales. The list for the Tax Department must be made out in tabular form in duplicate.

* * *

SWORN DECLARATION ON STATEMENT.—At the foot of the statement issued by the dealer to the Tax Department a sworn statement as to its correctness must appear and the statement sent in duplicate with the copies of the bills for the taxable goods attached, to the nearest Inland Revenue Office, accompanied by cash or a certified cheque for the amount of the tax.

* * *

FORM OF RETURN.—A form can be made out by any merchant, this being made in four columns, first giving the name of the merchant or firm, second place of business, street and number, third, description of tax, fourth, amount of tax collected. These columns should be filled out. At the bottom of the sheet the following statement should appear: I, We.....do solemnly swear that the above amount correctly represents all the tax accruing upon sales of merchandise sold by me as imposed by the law.

Signed.....

* * *

TAX ON CONTAINERS.—At the present time a two per cent. sales tax is charged on the value of containers as used by paint and oil companies. Credit is given on return of the container, though if the container is not returnable as in the case of the usual five gallon cans or those which are lithographed, no credit is given. (See ruling re Returnable Packages.)

* * *

WHAT PROOF NEEDED TO SHOW CANOES USED FOR COMMERCIAL PURPOSES.—Canoes are exempt if used for commercial purposes, and a sworn statement from the dealer that certain canoes will not be used for anything but this purpose will be required to avoid the tax. The onus is then on the dealer to see that the canoe is sold for the purpose named. (Canoe paddles are not exempt even if used in a canoe required for commercial purposes.)

* * *

RETURNS OF MANUFACTURERS AND WHOLESALERS.—Temporary regulations require that these returns be made on the 1st of each month for the preceding month. But a delay of at least 30 days will be allowed within which to file these returns.

* * *

RETURNS MADE BY ATTORNEY. — Where an employee files the tax returns such employee requires Power of Attorney in order to enable him to act.

* * *

LICENSES. — Ordinary retailers will not require licenses for the present. Manufacturers' and wholesalers' licenses will be $5.00 each when the license forms are printed and the regulation enforced.

Firms doing both wholesale and retail trade will not be considered a wholesaler unless the wholesale and retail branches are segregated, pending the is-

suance of licenses; and if the wholesale and retail branches are not segregated they will be regarded as retailers for the purpose of the Act.

Notice will be given when licenses are to be required, and they will be renewable each year, at the end of the fiscal year March 31.

* * *

PENALTY FOR NON-PAYMENT.—The penalty for non-payment of the sales tax is the payment of not more than ten times such duty, and in no case less than $50.

* * *

MANUFACTURER'S SALES DIRECT TO CONSUMER.—If a manufacturer who ordinarily sells to the wholesale trade should sell direct to the retailer or consumer the Sales Tax is two per cent. where the goods have been manufactured by him, and one per cent. where the goods have been purchased by him for re-sale.

* * *

SALES BY WHOLESALER OR JOBBER TO CONSUMER.—If a wholesaler or jobber who ordinarily sells to other wholesalers or to the retail trade should sell direct to the consumer the Sales Tax is one per cent.,—the same as though the sale had been made to a retailer

The wholesaler or jobber, will also in such a case (selling to a consumer), where the goods are subject to the so-called Luxury Tax when sold by the retail merchant to the consumer, be required to collect the amount of the Luxury Tax to which the article is subject.

The Sales Tax and the Luxury Tax will each be payable separately on the selling price of the article.

* * *

RETURNED GOODS.—Articles supplied in exchange for those returned as unsatisfactory or damaged are not taxable unless the articles supplied in exchange are of a greater or increased value, in which case the tax is to be collected on the difference in value.

If goods are returned as unsatisfactory or damaged, and are not replaced, it will be proper for the vendor to refund or issue a credit for the tax collected or charged. If in the meantime the tax has been paid to the Government credit may be taken on the next return.

* * *

CASH DISCOUNTS.—Where goods are sold by a firm, say "Net 60 days, or five per cent. discount for cash in 30 days," the Sales Tax is chargeable on the bona fide net selling price. If the consumer subsequently takes advantage of the cash discount it will be in order for the vendor to credit the customer with the tax charged on the amount of the cash discount. If the tax has in the meantime been paid to the Government, credit may be taken on the next return for the amount creditd to the purchaser.

Where a cash discount is actually allowed and deducted by the seller on his invoice to the consumer, the Sales Tax is only to be charged on the net selling price.

* * *

FRACTIONAL SALES.—A recent ruling of the Department of Customs and Inland Revenue states that on all sales of $1.00 and under the Sales Tax will be payable on the basis of $1.00, and on sales of over $1.00 and up to and including $2.00 the Sales Tax will be payable on the basis of $2.00, and so on.

* * *

REPAIRS.—Bona fide repair work (not including replacement parts) has been ruled to be not subject to the Sales Tax. But where a **manufacturer** undertakes to do repair work and furnishes material of his own manufacture, e.g., new parts in connection with the repairs, then the Sales Tax of two per cent. applies on the value of the material furnished, unless the work is done for a wholesaler who will sell the repaired goods or a manufacturer who will in his factory incorporate the repaired article into other goods for sale, when the Sales Tax will be one per cent. on the value of the material furnished, but there is no Sales Tax applicable on the charge made for the labor. The manufacturer should in such cases charge separately on his invoice for the material and for the labor.

Repair parts sold by a manufacturer or wholesaler in the usual course of business are subject to the Sales Tax.

* * *

GOODS EXPORTED OR MATERIALS USED IN GOODS EXPORTED—DRAWBACK.—The Act provides for payment of a drawback of all Sales Taxes paid on goods exported or on materials used, wrought into or attached to articles exported.

* * *

TAX MUST NOT BE INCLUDED IN THE MANUFACTURER'S OR WHOLESALER'S COSTS ON WHICH PROFIT IS CALCULATED.—Sub-section 1 of Section 19-BBB of the Act respecting excise taxes, in dealing with the Sales Tax, reads in part as follows:

"That the purchaser shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax to at least the extent of one per cent., but such tax must not be included in the manufacturer's or wholesaler's costs on which profit is calculated."

Thus, the selling price of the manufacturer or wholesaler is not to include profit on the Sales Tax which he itemizes on his invoice to his customer.

* * *

MANUFACTURERS OPERATING RETAIL STORES.—Where a concern manufacturing articles subject to the so-called Luxury Taxes provided for in Section 19-BB, Sub-sections 1 and 2 (taxes applicable on sales to ultimate consumer), and sells the same through its own retail stores the Luxury Taxes will apply on the retailer's selling prices to the consumer. Also the manufacturer when selling these goods direct to his retail stores will require to collect the two per cent. Sales Tax.

Similarly, where a firm manufactures goods subject to the excise manufacturing taxes and sells the goods through its own retail stores, such firm being a manufacturer will be obligated to the Government for the excise manufacturing taxes provided in Sub-section 4, and also for the Sales Tax of two per cent., when such goods are sold direct from the factory to the retail establishment.

A manufacturer operating his own retail stores and selling goods not subject to the excise taxes provided, will nevertheless be obligated to account to the Government for a two per cent. Sales Tax on all goods which he manufactures and bills to these retail establishments.

* * *

BONA FIDE BRANCHES. — Where a manufacturer carries his products in warehouses or with bona fide branch houses at different points in Canada and sells his goods from these warehouses and branch houses instead of from his factory only, the Department of Customs and Inland Revenue states that shipments by the parent company to the branch warehouses or branch offices may be treated as transfers—not sales.

In such a case the Sales Tax and the Excise Manufacturing Tax, if any, are collectable when the sale is made from or by such branch warehouses or branch offices on the selling price to the customers.

If the manufacturer, however, actually sells his goods to the branch warehouses or branch offices, the Excise Manufacturing Tax, if any, will be payable by the manufacturer at the time of sale to such branch houses. The Sales Tax chargeable by the manufacturer in such case would be 1 per cent., and the branch house, in turn, when selling, would charge another one per cent. Sales Tax on such sales.

Continued on next page

IMPORTED GOODS.—The Sales Tax of one per cent. or two per cent. payable on all imported goods, not specifically exempted from the Sales Tax, is payable on the duty-paid value—that is, on a value represented by the value of the imported goods for duty purposes plus the Customs duty payable thereon.

On imported goods the Sales Tax is one per cent. where the importer is a wholesaler or where the importer is a manufacturer importing material to be in his factory remanufactured for sale. The Sales Tax is two per cent. where the importer is a retailer or consumer.

* * *

MANUFACTURERS WHO PURCHASE GOODS FOR RE-SALE are considered by the Department of Customs and Inland Revenue for the purposes of the Act, to be wholesalers or jobbers. The department has ruled that where a manufacturer purchases supplies or other articles for re-sale, such goods when sold will be subject to a Sales Tax of one per cent., whether sold to wholesalers, retailers or direct to consumers.

* * *

CONTRACTS ENTERED INTO PRIOR TO MAY 19th, 1920.—On contracts entered into prior to May 19th, 1920, for the delivery of goods or materials, and which contracts had not on that date been completed by delivery, the Department of Customs and Inland Revenue has ruled that the Sales Tax will apply in respect of all shipments or deliveries made on and after that date.

Note.—The following exceptions should be noted to the above ruling. Where the goods were fully paid for before May 19th the Sales Tax does not apply; also where the goods were completely manufactured prior to that date and delivery made to the customer the Sales Tax will not apply even though the goods have not been paid for before May 19th, 1920.

Bill Stamp Tax, 1920

EFFECTIVE JULY 1st, 1920. — (1) The following stamp taxes on negotiable instruments are effective July 1st, 1920.

* * *

CHEQUES 2c. EACH.—(2) Each cheque, irrespective of the amount, is subject to a 2c. tax, the stamp to be affixed by maker of the cheque.

* * *

BANK DRAFTS, MONEY ORDERS, ETC., 2c. EACH.—(3) Each bank draft, bank money order, traveller's cheque and Express Company money order payable on demand or presentation, irrespective of the amount, is subject to a 2c. tax, the stamp to be affixed by the issuing bank or express company.

* * *

SHORT TERM BILLS 2c. EACH. — (4) Bills of exchange lodged with a bank for discount or collection payable (a) on demand; (b) at sight; (c) within three days after date or sight, are only subject to a 2c. tax, irrespective of amount; stamp to be affixed by the drawer.

* * *

LONG TERM B/E & NOTES 2c. FOR EACH $100.—(5) Every bill of exchange and promissory note (other than short term bills) (Sec. 4) discounted by a bank or lodged for collection or as collateral security is subject to a tax of 2c. for every $100 or fraction thereof; the stamps to be affixed by the customer at the time such bills or notes are lodged with the bank.

* * *

DEMAND NOTES. 2c. FOR EACH $100 PAYABLE QUARTERLY.—(6) Each promissory note payable on demand **discounted** by the bank, shall have affixed thereto (by the customer) when delivered to the bank, a 2c. stamp, and on the last day of March, June, September and December in each year (or within five days thereafter) the bank must prepare a statement for each customer showing the maximum amount of advances against demand notes outstanding at any time during the quarter then ended, the amount of stamp tax on such maximum amount being 2c. for every $100 or fraction thereof by which such maximum amount exceeds $100—the original 2c. stamp affixed to the bill when lodged with the bank providing for the first $100. The bank must affix the requisite stamps to the statement before delivery thereof and collect the amount from the customer when the statement is rendered. If **all** advances against demand notes are paid prior to the close of the quarterly periods mentioned, the bank must prepare the statement and render same with stamps affixed **at the time** the demand notes are paid.

Note.—If it is customary for a bank to collect interest on demand loans on dates other than at the quarterly periods mentioned, the quarterly statement may be retained as a voucher and the stamps affixed and collected at interest periods.

* * *

OVERDRAFTS.—(7) An overdraft for three consecutive days or less (i.e., an overdraft created **any time** on, say, the 5th of the month and covered **any time** on the 8th) is **not** taxable. Overdrafts in excess of three days are taxable at the rate of 2c. for every $100 or fraction thereof, computed on the **maximum** amount of the overdraft outstanding at any time during the month. The bank must render the customer a statement at the end of each month (or within five days thereafter) showing the maximum overdraft, and affix thereto the necessary stamps, which shall be paid for by the customer.

If an overdraft (four days and over) is covered during the month and the customer's account **closed** the bank must render the statement to the customer forthwith duly stamped.

* * *

TEMPORARY OVERDRAFTS.—If the overdraft is covered and the account remains in credit the stamp tax on the **maximum** of one or more temporary overdrafts (not exceeding three days each) created and covered during the month may be collected from the customer at or after the end of each month.

* * *

FORMS OF STATEMENT.—The monthly statements may be rendered to the customer in the ordinary current account pass-book or on current account statement forms and the stamps affixed to either. The stamps may be paid for in cash or under written authority from the customer; the cost thereof may be debited each month to customer's current account, the voucher for such debit being exempt from the stamp tax.

* * *

ADVANCES ON LOAN AGREEMENTS. — (8) Advances which are evidenced by a loan agreement or document containing a promise to pay, in respect of which **no** promissory note or bill of exchange is negotiated are subject to the stamp tax at the rate of 2c. on every $100 or fraction thereof, the tax to be computed on the **maximum** amount of the advances outstanding during the quarterly periods ending on the last day of March, June, September and December in each year. Quarterly statements must be rendered customer similar to those in connection with demand notes.

* * *

CHEQUES AND BILLS MADE OUTSIDE OF CANADA, PAYABLE IN CANADA.—(9) Every promissory note, cheque, bank draft or other bill of exchange made or drawn outside of Canada, payable on demand, at sight or three days after sight or date, provided such bill is payable in Canada, must have affixed thereto a 2c. stamp, collectible from the remitting bank, corporation or person.

Continued on next page

Every bill of exchange or note drawn for a term exceeding three days date or sight by a bank, corporation or person outside of Canada upon a bank, corporation or person in Canada, is subject to a stamp tax at the rate of 2c. on every $100 or fraction thereof, such tax to be collectible from the bank, corporation or person entitled to the proceeds of the bill or note.

* * *

BILLS NEGOTIATED OUTSIDE BANK NOT TAXABLE.—Bill stamp taxes only apply to bills and notes passing through a bank; bills and notes passing between individuals or corporations being exempt from the tax.

* * *

STAMPS.—(10) Postage stamps may be used pending issuance of Inland Revenue stamps.

* * *

PENALTIES.—(11) Every individual or corporation neglecting to affix the necessary stamps to cheques, promissory notes and bills of exchange is liable to a penalty not exceeding Fifty Dollars ($50).

Alphabetical List of Hardware Articles Showing Tax and Special Ruling Which Governs Each

Taxes Collected by Retailers

GOODS	Amount of Tax	For Ruling See Item No.
"B"		
Bags, baseball bat	10%	1
Bags, golf, in excess of 50c	10%	1
Bags, striking, in excess of 50c	10%	1
Bags, travelling, over $25.00 each	10%	1
Baits, fishing, in excess of 50c	10%	1
Balls, baseball, over $2.00 each	10%	1
Balls, foot, in excess of $3.00 each	10%	1
Balls, of all kinds, not herein specified (not including balls for children)	10%	1
Bases, baseball, in excess of 50c	10%	1
Basket balls, in excess of 50c	10%	1
Bats, baseball, over $2.00 each	10%	1
Bells, dumb, in excess of 50c	10%	1
Berry spoons (silver-plated)	10%	1
Boards, checker, in excess of 50c	10%	1
Boards, chess, in excess of 50c	10%	1
Books, fly (fishing), in excess of 50c	10%	1
Butter spreaders (silver-plated)	10%	1
Boots (not including top boots not less than 10 inches in height for lumbering, mining, and fishing), over $9 per pair	15%	5
"C"		
Caps, shooting	20%	2
Cases, tennis racquet, in excess of 50c	10%	1
Checker pieces and boards in excess of 50c	10%	1
Chess pieces and boards, in excess of 50c	10%	1
Clocks, in excess of $10.00 each	10%	1
Clubs, Indian, in excess of 50c	10%	1
Clubs, golf, in excess of 50c	10%	1
Coats, shooting	20%	2
Covers, tennis racquet, in excess of 50c	10%	1
Croquet sets, in excess of 50c	10%	1
Cut glass	10%	1
Cutlery, for the table (silver-plated)	10%	1
Cutlery, ivory handled	10%	1
Cabinets (liquor, smoking, sewing)	15%	4
Chinaware Crockery { Royal Crown Derby, Wedgwood, Minton, Ainsley, Limoges, Coalport, Pekate, Copeland, etc.	15%	4
Cigar and cigarette holders, over $2.50	20%	2
Cigar and cigarette cases, over $5.00	20%	2
"D"		
Dice, in excess of 50c	10%	1
Dumb bells, in excess of 50c	10%	1
"E"		
Engraved glassware	10%	1
Etched glassware	10%	1
Exercisers, physical, in excess of 50c	10%	1
"F"		
Ferneries	15%	4
Fishing tackle, in excess of 50c	10%	1
Flies, fishing, in excess of 50c	10%	1
Floats, fishing	10%	1
Footballs, in excess of $3.00 each	10%	1
Forks, for the table (silver-plated)	10%	1
"G"		
Games of all kinds and parts (except playing cards and children's toys and games)	10%	1
Gauntlets, hockey, in excess of 50c	10%	1
Glass, cut	10%	1
Glass, engraved or etched	10%	1
Gloves, baseball, in excess of $1.50 each	10%	1
Gloves, boxing, in excess of 50c	10%	1
Goals, basket ball, in excess of 50c	10%	1
Goals, football, in excess of 50c	10%	1
Gold articles, not otherwise provided for	50%	3
"H"		
Harness, football, in excess of 50c	10%	1
Hats, shooting	20%	2
Helmets, football, in excess of 50c	10%	1
Hooks, fishing, in excess of 50c	10%	1
Hunting garments	20%	2
Hockey sticks, in excess of 75c	10%	1
"I"		
Indian clubs, in excess of 50c	10%	1
Ivory toiletware (imitation)	10%	1
"J"		
Jardinieres	15%	4
"K"		
Knives, bowie	20%	2
Knives, hunting	20%	2
Knives, pocket, gold or silver handled	20%	2
Knives, for the table (silver plated)	10%	1
"L"		
Lacrosse sticks, in excess of $2.00 each	10%	1
Leaders, fishing, in excess of 50c	10%	1
Lines, fishing, in excess of 50c	10%	1
Lamps (piano, table lamps, etc.)	15%	4
"M"		
Mallets, polo, in excess of 50c	10%	1
Manicure sets, of ivory, gold and silver	20%	2
Manicure sets, of ebony or imitation ivory	10%	1
Masks, baseball, in excess of $1.50 each	10%	1
Mitts, baseball, in excess of $1.50 each	10%	1
"N"		
Nets, fishing, in excess of 50c	10%	1
Nets, tennis, in excess of 50c	10%	1
"P"		
Paddles, canoe, in excess of 50c	10%	1
Pads, shin, in excess of 50c	10%	1
Plates, shoe, baseball, in excess of 50c	10%	1
Plates, tennis, marking, in excess of 50c	10%	1

(Continued on next page)

Platforms, striking bag, in excess of 50c	10%	1
Poles, tennis net, in excess of 50c	10%	1
Presses, tennis racquet, in excess of 50c	10%	1
Protectors, body, in excess of 50c	10%	1
Pucks, hockey, in excess of 50c	10%	1
Purses and pocketbooks, over $2	10%	1
"Q"		
Quoits, in excess of 50c	10%	1
"R"		
Racquets, tennis, in excess of 50c	10%	1
Reels, fishing, in excess of 50c	10%	1
Rods, fishing, in excess of 50c	10%	1
Robes and rugs (fur) excess of $50	10%	1
"S"		
Shoes, baseball, in excess of 50c	10%	1
Shooting garments	20%	1
Silver articles	20%	2
Sinkers, fishing, in excess of 50c	10%	1
Skates, in excess of $2.00 per pair	10%	1
Skis, in excess of $2.00 per pair	10%	1
Sleds, hand, in excess of $3.00 each	10%	1
Spoons for the table; all kinds, if silver plated	10%	1
Sporting goods, except herein specified (over 50c each)	10%	1
Sticks, hockey, in excess of 75c each	10%	1
Sticks, lacrosse, in excess of $2.00 each	10%	1
Straps, skate, in excess of 50c	10%	1
Sugar Shells (silver plated)	10%	1
Suit cases, over $25.00 each	10%	1
Sweaters, knitted, over $15	15%	5
"T"		
Table cutlery (silver plated)	10%	1
Tackle, fishing, in excess of 50c	10%	1
Tape, tennis marking, in excess of 50c	10%	1
Toboggans, in excess of $3.00 each	10%	1
Trunks, over $40.00 each	10%	1
Tables (card and other games)	15%	4
Toiletware (gold, silver and ivory)	20%	2
"U"		
Uniforms, baseball, basketball, football, etc.	10%	1
"V"		
Valises, over $25.00 each	10%	1
Vests, shell (shooting)	20%	2
"W"		
Watches, in excess of $10.00 each	10%	1

RULINGS

ITEM 1—An excise tax of ten per cent. on the full purchase price on the following; said tax to be collected by the Retail Merchant at the time of sale for consumption or use:—

Trunks, in excess of $40.00 each.
Valises, travelling bags and cases, suitcases in excess of $25.00 each.
Ivory handled cutlery.
Ebony and imitation ivory toiletware.
Cut glassware.
Etched glassware.
Baseball bats and baseballs in excess of $2.00.
Baseball masks and gloves in excess of $1.50.
Skates, in excess of $2.00 per pair.
Toboggans and hand sleds in excess of $3.00 each.
Skis, in excess of $2.00 per pair.
Footballs, in excess of $3.00 each.
Lacrosse sticks, in excess of $2.00 each.
Hockey sticks, in excess of 75c each.
All other sporting goods, such as tennis rackets, nets, racket covers and presses, canoe paddles, polo mallets, baseball protectors, football helmets, harness and goals, basketball goals and uniforms, golf bags and clubs, baseball, lacrosse, hockey and football uniforms, balls of all kinds not hereinafter specified (not including balls for children), fishing rods, reels, lines, spoons and artificial bait, chess and checker boards and pieces, dice games and parts of games (except playing cards and children's toys, games and express waggons), and all similar article not elsewhere specified, commonly or commercially known as sporting goods, in excess of 50 cents.
Articles plated with gold or silver, not otherwise provided for.
Clocks and watches, in excess of $10.00 each.

ITEM 2—An excise tax of twenty per cent. on the full purchase price on the following; said tax to be collected by the Retail Merchant at time of sale for consumption or use:—

Hunting and shooting garments and riding habits.
Hunting and bowie knives.
Gold and silver handled pocket knives and pencils.
Silver or gold deposit ware.
Articles of silver not otherwise provided for in this resolution, adapted for household or office use.
Gold, silver and ivory toiletware.

ITEM 3—An excise tax of fifty per cent. on the full purchase price on the following; said tax to be collected by the Retail Merchant at the time of sale for consumption or use:—

Articles of gold not otherwise provided for, adapted for household or office use.

ITEM 4—An excise tax of fifteen per cent. on the full purchase price on the following; said tax to be collected by the Retail Merchant at the time of sale for consumption or use:—

Jardinieres, ferneries.

ITEM 5—Tax on these articles charged by retailer on that portion of amount paid by consumer which is in excess of the price specified.

Taxes Collected by Manufacturers

	Percentage	Item
"A"		
Automobiles, for passenger use (under $3,000)	15%	1
Automobiles (over $3,000)	20%	1
"B"		
Boats (yachts, canoes and motor boats except if used for trading)	10%	1
"C"		
Cameras (weighing not over 100 lbs.)	10%	1
Chandeliers (except for churches) over $12 each	10%	1
Cards (playing)	15%	2
"E"		
Electric light fixtures (wall) over $3.00	10%	1
"F"		
Firearms (shells, cartridges, etc., except for use for militia purposes)	10%	1
"G"		
Gramophones	10%	1
Gas wall fixtures, over $3	10%	1
"M"		
Musical instruments (other than band instruments)	10%	1
"O"		
Organs (not over $150 each)	5%	1
Organs (exceeding $150 each)	10%	1
Organs exempt if used for religious or educational purposes.		
Pianos (not exceeding $450)	5%	1
Pianos (exceeding $450)	10%	1
Pianos exempt if used for religious or educational purposes.		
Pianos (mechanical player pianos)	10%	1
Phonographs	10%	1
"R"		
Records (for phonographs)	10%	1

ITEM 1—Excise taxes payable on duty paid value in addition to present duties by the manufacturer at time of sale or when imported or when taken out of Customs or excise bond, but not when exported.

Item 2—Playing Cards. A tax on playing cards for every 54 cards or fraction of 54 in each package; when selling at $24 or less per gross package, 15 cents per package; when selling in excess of $24 per gross packages but not in excess of $36 per gross packages, 25 cents per pack; when selling in excess of $36 per gross packages, 50 cents per pack.

DON'T BE A SPACE WASTER

The advertising manager of the W. W. Cooper Co. implores merchants to put a stop to the great wastage of time and money which results from merely "filling" the advertising space instead of writing ads which will bring results. The newspaper space which you buy should be capitalized as an integral factor in your business. It is not an expense but an investment providing it is given a fair chance to bring in returns. Too often advertising is blamed for the purchaser's only neglect in not making the best use of it.

"The Business that

W. W. Cooper Company, Swift Current, Sask., Follows a Definite Advertising Policy which Has Proved Successful in Drawing Business Even in the Lean Years of Poor Crops.

"THE business that advertising built," is a term which might well be applied to that of W. W. Cooper Company, Swift Current, Sask., in view of the multifarious methods which have been adopted by the store officials in their effort to obtain the maximum amount of high class publicity.

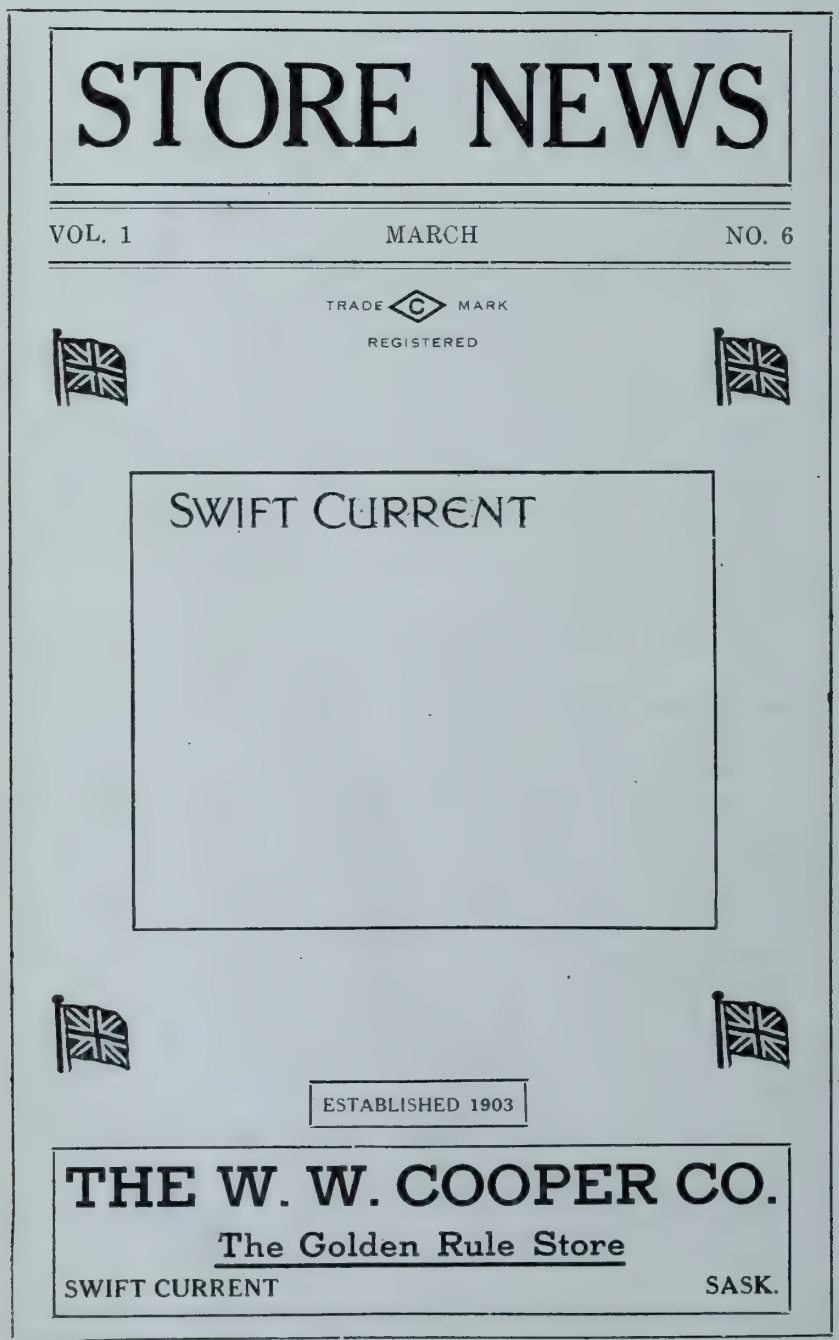
Though crops have been poor in the district for the past three years, the Cooper store has continued operations with steady growth largely through the continuance of judicious advertising. "Advertising is the one item on which we have not tried to economize," stated the advertising manager to the representative of Hardware and Metal on a recent visit to Swift Current.

W. W. Cooper, the proprietor, is one of the pioneers of the Western prairies as far as the hardware business is concerned. He left Lindsay, Ont., thirty years ago and turned his steps toward the West in the search of an opening for business. Conditions in those thirty years have changed a great deal. From his small beginning Mr. Cooper, as a business man, has attained a high degree of popularity in his community. His activities reflect a public spirited individual and there are few local organizations in which he is not interested. Mr. Cooper is honorary president of the local gun club, and is also the first president of the local branch of the Rotary Club. Mr. Cooper has found that making himself an important individual in the local activities has helped a great deal in his business, both directly and indirectly. It is merely another phase of the great question of advertising which can be employed in so many different ways.

Throughout his sojourn on the prairies Mr. Cooper has followed out certain basic principles of business which have been responsible for building his trade to its present high standing in that section.

Judicious Use of Advertising

A realization of the great possibilities involved in the judicious use of advertising matter, coupled with good sound business judgment and a desire to extend the fairest of treatment to employees in order to encourage their loyalty, are among the prime factors involved in the successful conduct of the Cooper business. Bearing out the good relation which exists between himself and his staff it is interesting to note that Mr. Cooper has made it a point to give a banquet for the staff each year since his business was sufficiently large to justify a staff of employees. As a further evidence of his consideration he has provided a rest room with a piano, phonograph and easy chairs on the second floor of the store for the use of customers. It is found that this department is a very important one in connection with the store trade. Customers appreciate such facilities in a downtown store, where every effort is made to create a homelike atmosphere. It is incidentally a good thing for business because in the first place customers are attracted to the store, and secondly after



Advertising Built"

Advertising Manager Makes Best Use of House Organ, Pamphlets and Local Newspaper—Proprietor is Popular Personage in Local Organizations as Well.

a rest and refreshment they are generally in a better humor for shopping.

As already indicated, advertising has been a very important matter in the development of the Cooper store trade, and in view of the importance attached thereto it is interesting to note the plans followed to secure maximum results from publicity. One of the chief mediums used is a booklet known as "Cooper's Store News," a front cover of which is reproduced herewith. This booklet generally covers eight pages and comprises an editorial page, a page headed "Food for Reflection," a page of jokes and the back cover is headed "The Boss Says." Stories concerning the success of prominent business men are reproduced as a guide for employees; news items concerning developments in the community, the province, or the country at large are reproduced providing they have educational value. The final page gives a straight talk to the employees from the Boss concerning their relations, plans for their mutual welfare, etc. These booklets are issued by the Cooper store each month and are mailed free to the farmers of the district. A complete mailing list is kept for the purpose and revised frequently in order to secure the maximum results from such effort. Stencilling and other machines of an up-to-date character are employed in the forwarding of these booklets. The store operates its own printing plant as well in which are printed all the stationery, posters, etc., used in the business. A local printing plant was purchased by Mr. Cooper about one year ago for this purpose.

Pamphlets Also Distributed

In addition to the monthly publication of the Store News, pamphlets and printed periodically for distribution. These deal with some particular subject of interest to customers at the time. A recent pamphlet dealt with the cause of high prices, pointing out that the condition was brought about through a shortage of goods and too much money.

"The cause of high prices is not some mysterious, complex thing, but perfectly simple," states the pamphlet. "In buying and selling there are two elements. First, the number of things there are to sell; second, the amount of money there is to pay for them. If there are plenty of things and little money, things naturally will be cheap. If there are few things and much money, things will be dear. This is a natural law. Neither statutes nor regulations of Government can affect it to any great extent."

So continues the reading matter explaining the situation. It will be noted that the simplest of language and expression is used in the pamphlet in order that what is generally looked upon as a complex matter and quite above the understanding of the average farmer and inhabitant of the towns and rural districts, is reproduced in a clear straightforward manner and rendered so simple as to be easily understood. Customers of the Cooper store appreciate the information extended to them through this medium, and it is an important help to the store trade for customers unconsciously are led to put great faith in the judgment and integrity of a firm which extends to them such information.

Extensive Newspaper Advertising Done

These mediums of advertising are altogether apart from the usual form of

PIONEER OF THE PRAIRIES

A pioneer of the Western Prairies is W. W. Cooper, proprietor of W. W. Cooper & Co., Swift Current, Sask. Thirty years ago he left Lindsay, Ont., for the much heralded land of golden opportunity. Since that time he has steadily developed his business until to-day it is looked upon as one of the well established stores in the Prairie Provinces. Details of the plan he has followed are outlined in this article, emphasis being laid on his appreciation of publicity and the treatment accorded employees.

Mr. Cooper to-day is a prominent personage in the community, being a member of a number of local organizations, thus demonstrating his public spiritedness.

PAGE SIX THE SUN, SWIFT CURRENT, SASKATCHEWAN FRIDAY MARCH 12 1920

We Are In The "Clean-Up" Business--Hardware Comes First

In consequence of our huge stock of Hardware being thousands of dollars worth too heavy, we are about to offer the public some startling values in Household needs as well as Farmers' requirements that will astound the most skeptical buyer in the Province

STORE OPENS 8.30 A.M. "COOPER'S"—THE GOLDEN RULE STORE STORE CLOSES 5.30 P.M.; SATURDAY 9

A variety that meets the need of every household. Prices so low as to seem, in these days, almost incredible—such is the offering laid before you in this great sale of Hardware

Enamel Chamber Pails $2.25 — Wooden Pails 30c — Railroad Milk Cans $9.45 — Enamel Potato Pots $1.95 — Wooden Wash Tubs $1.45 — Two-Cup Tea Pots $4.75

NON-SKID AUTO CHAINS $2.85

THE FAMOUS DAZEY CHURN TO BE SACRIFICED

LOWE BROS. "HIGH STANDARD" PAINT Suffer Drastic Reductions

4.85 PER GAL 4.85 PER GAL

High-Grade Hard Oil Varnish At An Astonishly Low Price

CLEAN-UP PRICE $2.75 PER GALLON

Dutch Kalsomine 50c

Kalsomine Brushes, Paint Brushes and Varnish Stains

TAR PAPER $1.25

A TREMENDOUS CRASH IN CROCKERY DURING THIS "CLEAN-UP"

$27.50 $1.75 $3.00

Mr. Farming Man! Cast Your Eyes Over This Glorious List Of Specials

K.A.G. DISINFECTANT 25c

This Axle Grease Will Slide Out Quickly at Such Low Prices 40c

NO DEALERS — Here is the most welcome sight for thrifty farmers since the record crop in 1915. Read and profit greatly thereby — MAIL ORDERS ACCEPTED

SAY BOYS! MAKE YOUR MIND UP ON A "CLEVELAND" $35.00

International Stock Food

FOR KIDS! $1.85

CARPET BEATERS 15c

WASHING MACHINES $12.45

WOOD MEASURES

SINGLE TREES 35c

LANTERN GLOBES 25c

VEEDOL MOTOR OIL $1.45

WOOD PULLEYS $1.45

We Have Too Many Cook Stoves—So Here Goes!

PERFECTION OIL STOVE 2 Burner $19.95

THE 920 NELSON RANGE As Illustrated $35.00

THE W. W. COOPER CO.

W W Cooper Properties

SWIFT CURRENT SASK

newspaper advertising, which is also followed by the Cooper store with regularity. Harold E. Cooper is the advertising manager, although he is no relation of the head of the firm. It is his duty to attend to the writing of copy for local newspaper advertising, arrange all store sales, and superintend the dressing of the windows.

Judging from the sample full page advertisement as reproduced herewith from the local newspaper of Swift Current, the Cooper Company believe in doing their advertising in an imposing and forceful manner. The page advertisement is well written, carries an abundance of clear cut illustrations and is a good sample for the use of other dealers.

This advertisement was used in connection with a sale of hardware to decrease a heavy stock, and marked a change of management in the hardware department. The store is advertised as "Cooper's — The Golden Rule Store," and as such is known throughout the district. Various lines of household and farm requirements are outlined, each being fully described, priced and illustrated.

"Some Advertising Principles," by the Advertising Manager

H. E. Cooper, the advertising manager believes that there is a great amount of wastefulness in the average advertisement as written by the retail hardware dealer. In view of the importance of advertising as a factor in building up the Cooper business it is interesting to note some of his observations on the subject as follows:

"Never before did advertising play such an important part in successful merchandising as it does to-day. The public are thoroughly educated to buying advertised goods—it must be advertised before they have the confidence in the article that is bought. The war taught us the full value of advertising; many merchants who were skeptical about laying money out for advertising are now thoroughly convinced of its real value. Never before was there so much money spent on advertising merchandise as we have to-day, and never before was there so much good money absolutely wasted on poor advertising, indifferent advertising and thoughtless advertising. A condition that constitutes a crime in business because it is preventable.

"A glance through any newspaper will tell the story of wasteful advertising. They are full of examples. One is sure to find something which is worthless and which had no chance of drawing any business whatever. One can tell at a glance that the lay-out, general construction and wording has never been thought of. There is absolutely no excuse for this. Time spent on advertising wares is positively the best and most profitable time ever spent. The chances of big returns are brighter than anything else you can do—providing time and thought is taken in preparing copy. Some merchants pay good money for the privilege of placing their name before the public and allow it to go over, or under some ridiculous piece of word-muddling that will do the merchant more harm than good.

"The average merchant cannot afford the services of an advertising expert.

Merchant Need Not be an Advertising Expert

The small merchant is practically forced to attempt to write his own ads.. It is not necessary for the small merchant to be an expert on advertising.

"Advertisements that run in the

Price Tags Sell Goods Despite Argument Against Them

The main argument advanced against the use of price tags in the store and the mention of prices in advertisements is that people are more interested in quality than in cost. Theoretically, this sounds plausible. In practice, however, it does not conform to the mind of the folk. It is conceivable that a millionaire whose money is piling up faster than he can spend it may not take much interest in a difference of a dollar or two in the price which he has to pay for a commodity which he desires to possess. But the average run of people—even in these prosperous days—are under the necessity of counting the pennies in every dollar. In the big cities they frequently find the same article selling at different prices in different stores. Naturally, they buy it in the store which offers it at the lowest figure. The quality being the same, the difference in price is quite a factor in the sale.

No doubt, it is true that quality is a prime consideration in the merchandising of commodities. The argument of quality does not lose strength by being frankly connected with statement of prices. On the contrary, the desirability of an article is enhanced, if, in addition to persuasive presentation of its quality, there is given an explicit quotation of a price which has the appearance of being reasonable.

The process of vanity and allied emotions does not operate in the merchandising of hardware. Mechanics, contractors, householders, and others who buy tools, kitchen utensils, vacuum cleaners, or automobile accessories, have in mind, first and foremost, utility and service rather than vanity and display. They are strongly susceptible to the appeal of quality. In fact, they insist upon getting trustworthy material and workmanship in the things which they buy in a hardware store. Also, they want to know the prices in advance of purchase. This is a reasonable state of mind. No one cares to trade in a store where favoritism is shown, and the suspicion of favoritism is strong in the minds of those who trade at a store where none of the goods has a price mark. Naturally, they imagine that different prices are quoted to different customers for the purpose of effecting difficult sales.

All this is obviated by the use of price tags. Price tags help sell goods. Some retailers object to the placing of price tags on the articles in their store for the reason that it reveals their prices to competitors. This is a flimsy objection.

STUDY PROVED METHODS SAYS ADVERTISING MANAGER

Harold E. Cooper, advertising manager—head of one of the most important departments in the W. W. Cooper Company business—believes that there is a great deal of worthless advertising done, and much money wasted in this manner by retail merchants who could greatly improve their advertising by a very little study of proved methods. Mr. Cooper is largely responsible for the success which has been brought to the Cooper business through the medium of advertising, and therefore his remarks on the subject of retail merchants' advertising are of interest.

The ad. writer should know merchandise and be a man of experience and should know type and layout, says Mr. Cooper.

country papers for three, four and even five months without change are quite common. A little time, a little thought and frequent studying of what other advertisers are doing in the larger cities, will clearly show a way to write a fairly good ad. Change the ads as often as you can, get the habit of doing it every issue and you will be an enthusiastic believer in the value of advertising.

Some Large Stores Commit Bigger Crimes

"Some of the biggest crimes in retail advertising to-day are committed by the larger stores. We have stores who spend huge sums of money in order to be up-to-date and progressive in their merchandising policies; big concerns with the latest and best equipment, who sadly fall down in their advertising. They decide to appropriate a large sum on advertising and leave the rest to a man who has neither experience nor the ability to imagine the customer's point of view. This man is given "free rope" to spend this appropriation, and thinks, because he is buying space, here, there and everywhere, that the publicity department is doing its utmost to draw business. A real department store advertising man is a peculiar product, and like diamonds they are rare. An advertising manager for "Blankety-Blank Soap Co.," or "Rainbow Paint Manufacturers," could not be expected to function properly in a department store.

"The store owner or clerk who writes the ads. must know merchandise—for if he doesn't, how can he expect to write intelligently on the subject? He must be a man of experience in store work; a man who has gone through the mill, and knows, from personal observation, what the public want. He must know type and how to use it to advantage. He must know the value of proper lay-out, too little time is given to this end of advertising. These and many more things must be known to the man who would write forceful ads. He should study the subject,—devote a reasonable amount of time and careful attention to his lay-out. Don't be a "space-waster." Capitalize the value of the newspaper. Don't consider advertising an expense, it is the best investment you ever make providing you give it the proper chance to bring in the returns."

ADVERTISING FACTORS USED

Throughout seasons of poor crops and consequent dull business the W. W. Cooper store has "stuck to its guns" as far as advertising is concerned, realizing that publicity has cumulative effect if continued persistently. The result is to-day that the management in looking back over past years attributes to judicious advertising much of the success which has been achieved.

"Store News" is the title of a booklet published monthly in the store's own printing plant, and which is distributed widely throughout the local district. Pamphlets are circulated dealing with business conditions and dominating space is used in the local newspapers. These are the advertising factors most used by the management.

An interior view of the hardware department of the W. W. Cooper Co. store, Swift Current, Sask.

Big Season for Electrical

Big Sale for Many Lines of Electrical Goods Which Are Especially Useful During the Fall and Winter Months—Electrical Goods Highly Popular Owing to Continued Developments

FALL is the time when the sale of many seasonable lines of electrical goods becomes heavy and an early start this fall will help to reap big rewards from this profitable end of the hardware dealer's business.

Electrical goods are highly popular at the present time. It is doubtful if developments of this age in any other field have been as vast and far-reaching as those made in furthering the uses of electricity. The use of power has lightened labor and has added much to the comfort of modern homes. One of the biggest projects of the day is the contemplated deepening of the St. Lawrence river in order to allow ocean-going vessels to reach the inland lakes of Canada. Simultaneously with this development will be the production of a great deal of electric power. It is stated that if the project is carried out sufficient electricity will be produced each year to equal the heat value of 80,000,000 tons of coal. This is surely a remarkable development and indicates the unlimited prospects of this industry in Canada.

Electrical Heating of Homes Contemplated

The approach of fall and winter, with long dark evenings, brings electric devices for lighting purposes to the forefront. Fixtures, flashlights, etc., will be in great demand. Already the partial heating of homes by electricity is being attempted by the use of miniature heaters which have become very popular in this climate. Then, too, there is a greater use for labor saving devices in the winter. Washing and ironing, cleaning of carpets, etc., will be undertaken by the housewife in the fall in connection with the semi-annual housecleaning and electrical devices are provided to lighten the physical labor attendant upon each. There is plenty of scope for showing the customer very pointedly how he or she may apply each device to their own advantage. Attractive window displays combined with good advertising are big helps in showing prospective customers how they might benefit by the use of such appliances as are of proven value in the home. There are many people, whose means will allow them to take advantage of the most modern devices, who are skeptical of such developments because there are so many of them constantly coming on the market. The dealer can do much to put their fears at rest in this regard by showing only lines which are of established value, and by selling only accepted brands, which the manufacturer will guarantee.

Revival of Building Helps Sale of Electrical Goods

Building in Canada is now rapidly assuming normal proportions after some years of stagnation. This offers a fruitful field to the dealer for the sale of electrical fixtures and other appliances for use in the home. This is a good class of business and it has unlimited possibilities for the dealer who goes after it energetically. For the first time in some years hardware dealers are now having the experience of being approached by men who are building good homes and being asked to supply all the fixtures required. This runs into considerable money and is a nice class of business to handle. Many dealers are getting orders of this kind regularly and are finding that it pays to have a good assortment of fixtures on hand and show that you are able to give as good a selection as the larger stores to which the customer will otherwise turn.

Have Good Stock Assortment

Electric ceiling and wall fixtures, table lamps, etc., are lines in which it is necessary to have a good selection. No matter how high class the individual pieces may be, if the selection is small the customer will be inclined to go to the store where there are more to choose from, even though the fixture finally decided upon may not be any better. For this purpose it is wise for the dealer to have a good display room and have it located well in the store.

One Ontario dealer, who is doing a large business in electrical fixtures with home builders, has fitted up right in the front of his store an electrical section. There are many different classes of trade which must be catered to and it raises a question in the minds of some dealers who are taking on electrical goods on a large scale for the first time as to what class of goods should be stocked in order to best meet all demands. In this connection it can be noted that from the experience of the dealer herewith referred to, it is best to carry a line of good quality medium priced fixtures. It should be the aim of every dealer to try to encourage his customers to buy as good quality fixtures as their pockets will allow. He can

WHAT ONE CENT'S WORTH OF POWER DOES IN THE HOME

Figuring the cost of electricity at four cents per kilowatt hour, one cent's worth in the home will:

Operate a six-pound flat-iron for 30 minutes.

Drive an electric vacuum cleaner long enough to clean 900 square feet of carpet.

Run a sewing machine for three hours.

Run a 12-inch fan for three hours.

Keep a heating pad hot for four hours.

Clean a tub-full of clothes.

Operate a 16-candle power lamp for eight hours.

Appliances Approaching

Labor-Saving Devices Much in Demand Now Owing to Shortage of Domestic Help—Experimenting With Use of Electricity for Heating of Homes—Big Future for Canadian Power Development

TIMELY TIPS FOR FALL ELECTRICAL ADVERTISING

DON'T SAY "MY WASH DAY"—After this let it be ————day, and just watch how this sturdy electric clothes washer romps through your washing in an hour or so. Long before noon your clothes will be out drying. Put away your previous ideas of old washing machines that merely wet the clothes and often tore them to pieces.

Seeing is believing and we invite you to call on us and we will be delighted to give you a complete demonstration. To do so will place you under no obligation.

also point out that it is poor economy for them to buy cheap fixtures, which will become useless prematurely. A little judicious sales talk will put many of those who come to buy cheap fixtures into the class who will buy medium priced appliances. Then if perchance a millionaire comes to the store to buy electric goods and wants something better than the line carried possibly he can be sold goods from catalog, which are not carried in stock. The chances are all in favor of the medium priced stock being the best selling quality and once the stock has been reduced to this basis it can be handled much more efficiently.

Show Fixtures in Actual Use

It is well to show electrical fixtures as they will appear when in actual use. For this purpose it will be necessary to have them attached to the ceiling or wall and connected with wires and a switch. A home-like atmosphere can be created by the construction of a temporary wall around the department and the addition of a few other articlés, such as a table, some rugs and a few easy chairs.

There are instances where dealers who have followed out the salient points as outlined are doing a remarkable business for the communities which they serve. Some are even getting a larger share of local business than Hydro and other stores, representative of corporations which supply power, and of electrical dealers exclusively. One of the most surprising results of the keen competition put up by organized corporations to secure a corner on electrical fixture trade is that their efforts have brought about a larger appreciation and usage of electrical fixtures and everyone has benefited as a result.

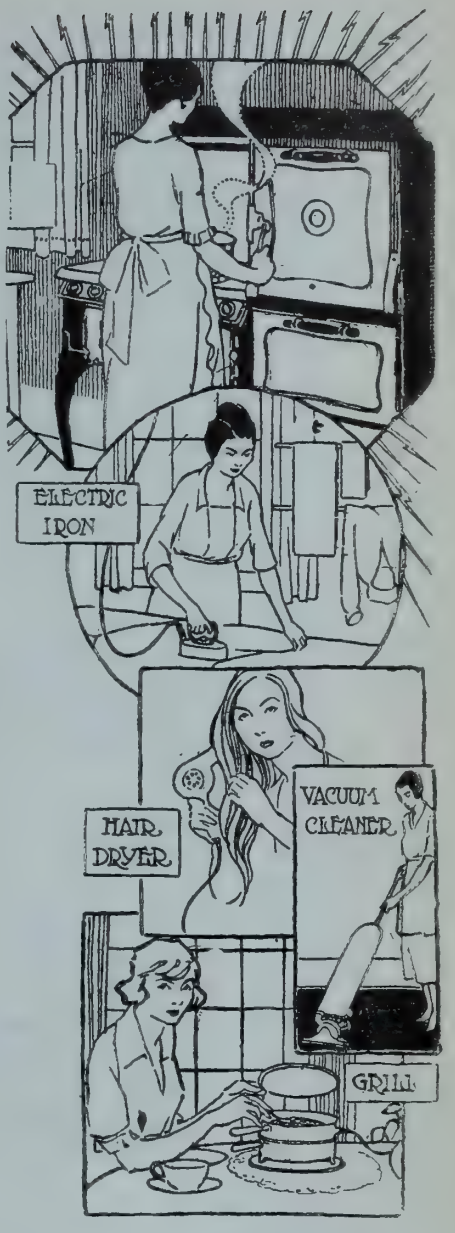
Overcomes Keen Competition

One hardware dealer who has put up a winning fight against such competition attributes his success entirely to his aggressive methods. He was not afraid even with a Hydro shop in town, to go right out after the business. He put in a stock that is equal to, if not superior to, the Hydro store and then he advertised freely and backed up his advertising with window displays. The result is that he is more than holding his own. His electrical goods showroom is known not only in his home town, but for miles around, and hundreds of people from towns and villages around come to him for their fixtures. Give the people something to talk about and you get a great volume of free advertising. This is one of the principles which brought success to this particular dealer.

Not only have recent figures shown a remarkable improvement in the amount of building being done, but prospects are that accommodation is required to such an extent that an extensive building campaign will be undertaken next Spring despite the high costs of material. This activity spells opportunity to the hardware dealer. Thousands of the new dwellings to be erected will be lighted by electricity and the hardware merchant has as good a chance as any to supply the equipment. It is essential to buy the class of fixtures that are suitable for the locality.

Installation Men Help Sale

Having a man to do installation work is a service which very often pays in connection with the electrical department. This largely depends upon the



WHAT ONE CENT'S WORTH OF POWER DOES ON THE FARM

Figuring the cost of electricity at four cents per kilowatt hour, one cent's worth on the farm will:

Lift 200 gallons of water 100 feet.

Run a buffer and grinder for two hours.

Shell 12 bushels of corn.

Cut 350 pounds of fodder.

Cut 500 pounds of ensilage.

Thresh two bushels of barley.

Separate 100 gallons of milk.

Churn 60 pounds of butter.

Groom three horses.

Stuff 350 pounds of sausage.

class of work to be undertaken. If there is likely to be a great deal of building done in the district a man to do wiring and fixture installing might be very useful and bring much business to the store. On the other hand if it is an old district where fixtures are only bought when they are to replace ones which are to be discarded, and where appliances other than fixtures form the bulk of sales, it might not pay to have a man engaged on such work exclusively.

Fall Housecleaning and September Brides' Business

Fall housecleaning and September bride gifts are two fall events which provide an opportunity for special sales of electrical goods. For housecleaning vacuum cleaners are one of the most important lines and the dealer who does not have the modern substitute for work and worry, and eliminating dust and dirt, loses one of the greatest recurring opportunities of the year. Vacuum cleaners sell all the year round, but their place in the household is pre-eminent in the fall and spring. The dealer may say that the housewife wants a vacuum cleaner all the year, but she feels its necessity above cost or anything else in the dirt and confusion of spring and fall.

Sanitation also is an important point in the sale of vacuum cleaners. The world has learned the lesson of sanitation and cleanliness and the damage that lurks in flying dust and accumulated household rubbish. It is also learning, through the drastic teaching of servantless housework, to take the

TIMELY TIPS FOR FALL ELECTRICAL ADVERTISING

DO YOU REALLY VALUE MONEY, TIME, COMFORT? If you're washing in the modern electric way, you do. Otherwise you're wasting money, time, labor. Because it is costing you more to be without the many advantages of the electric washer than to make use of its services.

For the dealer who sells electric washers on time payments the following paragraph can be added.

A small initial payment puts a washer in your home and you commence at once to save money, time, labor and fuel. You pay for the washer while enjoying those advantages and savings. So why not a demonstration of these facts any time —TO-DAY for instance?

Some samples of effective advertising of electrical appliances. It will be noted in the ad. by the Manville Hardware Co., Prince Albert, Sask., that the appeal is based on the labor-saving importance of electrical appliances. It then emphasizes irons, grills, ranges, fans, toasters, percolators, etc. The ad. by W. H. Thorne & Co., Ltd., St. John, N.B., makes a Fall appeal for the use of table lamps to lend a "homey" atmosphere to the living room in the chilly weather. The other advertisement, by McAvity's, St. John, deals with the giving of electrical gifts to the September bride—an important factor in Fall sales of this line of goods.

Herewith is an attractive display of electrical fixtures arranged in a separate room from the main store. As pointed out in the article this plan, if feasible, offers the greatest opportunity for bringing results because it shows customers how the fixtures will look in their own home. Even if fixtures are connected with electricity, they do not look the same in a bare store as they do in a section set apart and provided with a few "homey" effects, such as rugs, chairs, table, etc.

ounce of prevention instead of the pound of drudgery. One of the best selling points of the vacuum cleaner is the fact that it not only makes the place clean, it keeps it clean, and when the dust has been removed instead of being swept into the air to settle again, it is a plain unmistakable fact that it does not need sweeping again nearly so often.

Talk Sanitation in Vacuum Cleaner Selling

Germs lie patiently biding their time in the corners, in the tufts of furniture, the folds of draperies, and many other hiding places, where only the all-searching, ruthless breath of the vacuum cleaner can reach and suck them out. A room cleaned by the vacuum process not only looks clean, it is clean.

There is nothing so convincing as the real thing, and the window display of vacuum cleaners with either a demonstration or plain practical cards stating results will talk in words that everyone in the passing crowd can understand.

The same direct plan should be followed in window displays of other electrical appliances. In the cold weather a well arranged window showing a table set for dinner, with electric broilers, grills, toasters, percolators, etc., shown in actual use will attract much attention. Then the message on the window cards can carry itself home to the minds of the onlookers. Give them an invitation to visit the electrical department. Use the advertisements in a forceful manner and then link up the appeal with the window displays and the results will be very satisfying.

Steel Shipments Now Said to Exceed Production

"With the effect of traffic restrictions varying widely in various sections of the country it still is impossible to generalize the situation," says The Iron Trade Review. "Steel of all kinds is being piled in the Pittsburgh district, but in Youngstown and Chicago, recent shipments have cut down the tonnage of accumulated material. Several large pig iron producers report that since Aug. 1 shipments have exceeded production. Ore is moving from lower lake ports to interior furnaces more freely than heretofore."

CANADIAN ELECTRICAL GOODS WANTED BY OTHER COUNTRIES

The great increase in the price of coal throughout the world has made fuel economy a most pressing problem. Reports indicate a tremendous opportunity for the Canadian manufacturing industry in supplying the needs of these countries which are now forced to develop their electrical power to the utmost.

Extensive electrification projects are soon to be carried out in Italy and South America. Portugal will probably follow in Italy's foot-steps. Many of the South American countries are studying this problem, and Bolivia has just declared as public domain the water-sheds of the rivers having sufficient power for the purpose. Throughout Chile many power plants are being built.

WHAT IS A FAIR PROFIT?

(Continued from page 218.)

tific business is to make capital small in proportion to sales, and then make that capital move rapidly. The capital may have to be large—for the best business is done with the best facilities, and these cost money—but, consistent with the sales, the capital should be as small as possible.

The profit upon capital as evidenced, say, by dividends is a matter of circumstances. In a growing business with large profits it may be unwise to declare any dividend at all, and wise to put all of the earnings back into future equipment; or it may be good policy to establish reserves against a fall in prices or hard times, and thus by bookkeeping take away any profit on capital. Profit on capital is never to be reckoned as the whole sum left after subtracting outgo from income. This would jeopardize capital for the sake of profit—which is hardly business. Profit is money that can be safely taken out of the busines—it is not a surplus to be gained only by liquidation.

The moment we attempt to limit the amount which may be earned by the capital invested in business we put a premium upon waste and inefficiency and tend to lessen the production of goods.

There are, to be sure, usury laws which say that a man may not lend money for more than a certain per cent. —in the Eastern States usually 6 per cent., and in some of the Western and Southern States as high as 12 per cent. These laws have obtained for many years, but if you will examine economic conditions you will discover that these laws are only declaratory of the common practice in lending long-time money. That is why they are higher in some States than in others. They were passed in the high-limit States at times when money could not have been obtained at a lower figure.

Kansas might well have passed a law declaring that the rate for money loaned on mortgages should not exceed 3 per cent., but then Kansas would not have been able to borrow money to develop her farms. The people with money could have loaned it elsewhere at 3 per cent. with safer collateral. And in spite of all the laws, the man who needs money pays the price that the lender asks up to the point where he knows that he will lose by borrowing—that he will not be able to make money on the money borrowed. Money used in security transactions on the New York Stock Exchange is in a somewhat different position.

The result is the same, whether we try to fix a price or a profit. Taking the fixing of prices, if the constituted authorities fix a price based upon the average cost of production, the consumer will have to pay too much and a premium will be put upon inefficient manufacturing and selling. If the price is fixed on the basis of the most efficient production, those who are least efficient will be forced to go out of business, the market will become short of that particular commodity, and it will not be obtainable at the Government price. That is what always happens when prices are fixed too low.

Suppose a fair and equitable price could be fixed. That price could be maintained on a fair basis only by fixing the price of every factor which entered into the fixed price, and these in their ramifications would include the price of nearly every article used by humanity. That is not all. A necessary corollary to price fixing is the fixing of demand. The next step is rationing, and the next communism. For when you say that an article must be sold at a certain price and ordain that each individual can buy only a certain amount of that article, and by necessity extend that process to all articles, you have communism in fact if not in name, for the State and not the individual will then be controlling consumption, distribution and expenditure.

Profit Fixing and Where It Leads

But if we cannot fix a price, can we not fix a profit?

It is very easy to talk about fixing profits, and, at first glance, it seems quite logical to regulate profits in manufacturing on a basis whereby the money invested in an enterprise can be considered and the profit held down to an agreed percentage. This is the method favored by law-makers chiefly because it is the mode of first impression and requires no knowledge of business for its application.

But fixing profits is infinitely more viciously destructive of economic life than fixing prices. Price fixing leads through the socialistic state into the communistic state. Profit fixing leads to chaos.

It would seem that the experiences during the war should provide a lesson for those who unthinkingly talk of fixing profits. You can fix profits only by a broad extension of the cost-plus system, or by an excess profits tax, or, if you want to make absolutely certain of confusion, you can combine both methods as they were combined during the war. Or there may be some who would also advocate profit regulation on the basis of invested capital.

Take the three methods. The cost-plus system does not lower prices to the community, which is presumably the end sought. On the contrary, it raises these prices because the less efficient the manufacturer the more money he will make. The excess profits tax, by which it was ingenuously thought that a man who made too high a profit would be required to turn the excess back into the coffers of the State, also helps prices to soar, because the man who finds himself making so large a profit as to incur a heavy tax will wastefully increase his cost of doing business. It is not human nature cheerfully to turn over a large part of what one earns to someone else, and extravagance tends always to limit production.

The third method—that by which profits are limited according to capital invested—is again a deterrent to production, penalizing as it does the most vigorous use of capital by encouraging waste of capital. The regulation of prices or profits does not result in lower prices. On the contrary, it restricts production and raises prices.

You cannot animate by law; you can only restrain. And every restraint lessens and limits production.

The only possible method by which lower prices can be achieved is a method which stimulates production—that which gives more to distribute. The more you have to distribute, the lower will be the price. If some form of tax could be devised which would be practically confiscatory to the man who is inefficient in business, then we should stimulate production and thus lower prices. But that is a thought which has not as yet been developed.

Most of those who talk at length on the subject of profits are not and never have been in business. They are, as a rule, wholly unacquainted with natural laws as opposed to man-made laws. They do not understand what capital is or how and why it functions. The result is that this whole matter of prices is approached as if it were almost a phase of criminality—as if the making of profits were a habit that must be stamped out, or at least given institutional treatment.

We do not as yet, however, hail as wholly virtuous the man who does not know how to make a profit. No distinguished service medals have, to my knowledge, been struck off and awarded exclusively to bankrupts. The fact is, if a man is incapable of making a profit, he cannot remain in business. If the State forbids him to make and prevents him from making profits, it will drive him into bankruptcy.

People have gone astray on the whole matter of profits and prices because they forget the yesterday when the producer was beseeching the consumer to buy. Checking their memories, they have come to think that prices, and consequently profits, are exclusively fixed by the seller—that the buyer is in the way of being a patient under ether, with the seller as a surgeon who will operate as fancy leads.

What Determines Demand?

The seller does not fix the price. The buyer is ordinarily and especially today the ultimate price fixer. Day-to-day demand as compared with the supply is the arbiter. But the demand is not an urge that is clamorously insistent and ceaseless until satisfied. The demand is rarely one of necessity; more likely it is one of habit which we translate into necessity. And habits are as liable to change as the profits they make possible are bound to fluctuate.

If silk stockings could be bought at five cents a pair, they would be worn or not, according to the comfort and convenience of the wearer. The element of style would not enter into their pur-

(Continued on page 240.)

Winter Auto Accessories More Popular

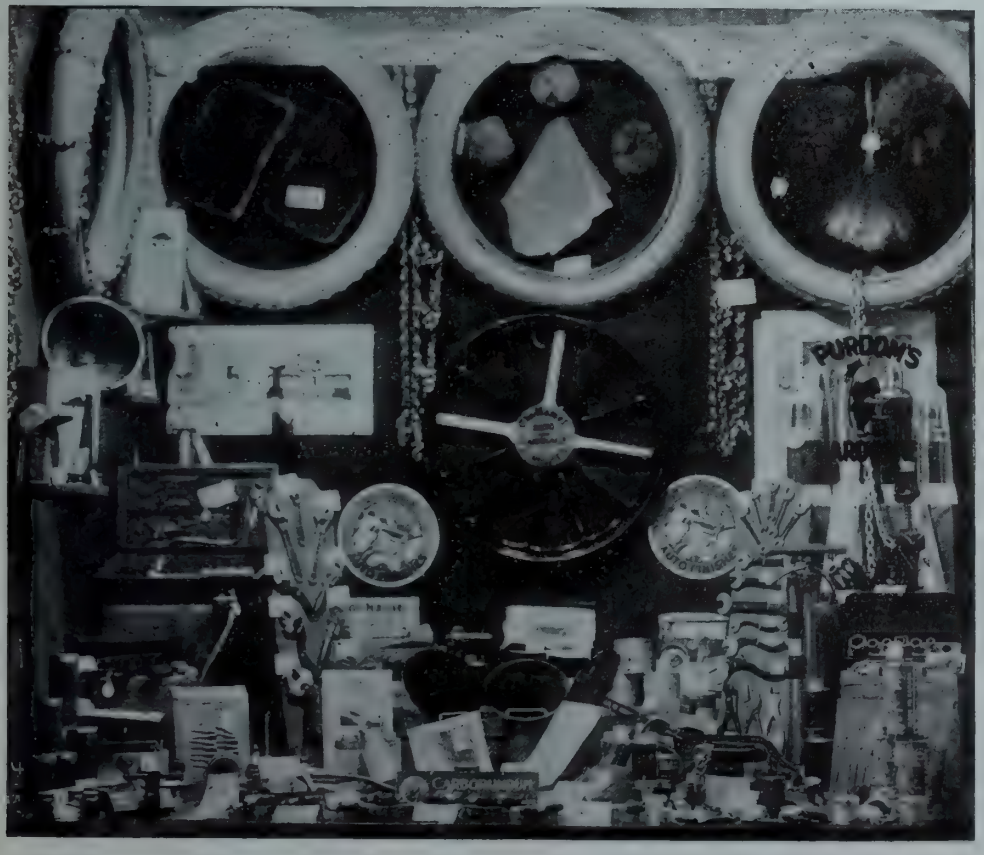
Winter Driving on the Increase Through Wider Usefulness of Motor Car—Accessory Department Should be Kept at Store Front During Cold Weather—Use the Ads. and Windows to Stimulate Interest—Fall Season Good for Touring—Many Profitable Devices to Increase Comfort and Minimize Winter Engine Troubles

GREAT developments have been made during the past few years in the direction of improving motor cars so that winter driving may be indulged in with no great discomfort. To this end, many automobile manufacturers have increased their production of closed-in cars for all weather use, and in many other cases permanent tops are being built on automobiles and storm-proof curtains provided as part of the equipment. In addition to this, many new accessories coming on the market to-day have for their object the comfort of winter motorists. These devices are of large number and many of them have good merit for their purpose. They range all the way from electrically heated warmers on the steering wheels to keep the hands warm and the fingers nimble while driving in the cold weather, to foot warmers connected with the exhaust of the engine and including some new devices for warming the water circulation of the engine by means of electricity while the car is standing, either in the garage or on the street.

So popular is winter driving in many parts of Canada that steps are being taken by civic bodies to lend their aid to decreasing the handicaps which have formerly existed. One Ontario city has provided outlets on street lamps from which power may be secured through

maintains heat in the engine while standing, thus eliminating danger of freezing during the cold weather. A special license is secured to take advantage of the outlet and a special key is necessary in order to take advantage of it.

These and other developments which the attaching of a plug to a device which



A suggestion for a fall window display of automobile accessories. This trim features tires and chains for wet roads, tire repair outfits which are in great demand just now while tire costs are so high, enamels and other body finishes to protect the car against fall rains and winter snows. Tools for the amateur mechanic who believes in giving his own car a thorough overhauling during the cold weather are also shown. This display makes good use of limited space by showing a good range of accessories which are seasonable and by concentrating on such lines.

have been taking place recently in the motoring world indicate that winter motoring is in future to be the rule rather than the exception, as it has been during the past. This means that what has formerly been a fruitful field of business for the hardware dealer, is to be extended to an all-season business. Of course, it may be some time before there will be as much motoring done in the winter as in the summer, perhaps there will never be quite as much, but the fact remains that the tendency is distinctly toward more winter driving, not so much for pleasure perhaps as for business. It must be kept in mind that the motor car has greatly enlarged its function within the past few years, and due in some part to its great value in the war is now looked upon not so much as a medium of pleasure but as a necessity in business. As such it will come in for greater use during the cold weather.

Don't Move Accessory Department to the Rear When Cold Weather Comes

It therefore behooves the hardware merchant who has developed a good trade in accessories throughout his local community to do all possible to retain interest in motoring during the cold weather. The accessory department should not be moved to the rear of the store for the winter months and the windows should still be used to show that the hardware merchant for one does not believe in laying up for the winter months of the year. The use of local advertisements and windows will help to keep interest alive in your community.

There are many points about a car which should be given special attention for winter driving. Apart from the sale of articles such as robes, warmers, driving gauntlets, non-freezing radiator mixtures, etc., there are many devices having for their object the elimination of winter driving troubles which can be recommended by the dealer who is acquainted with the requirements.

With good management, the early winter months should be banner ones for the hardware dealers' accessories department. School has commenced or will shortly; consequently those families who spend the summer in the country have returned home and with them came the family automobile, which after a summer of hard service will usually need a lot of new accessories to replace those worn out so the machine will be in good shape for autumn trips. This is prospective business no merchant can afford to neglect; he should be on the lookout for his returning customers and inquire after the welfare of the returned family and incidentally "how those accessories held up I sold you before you took your car away for the summer?" This will lead to an inquiry as to whether any more are needed and whether any of those sold at the beginning of the season have proved unsatisfactory. If the latter be the case, then there is an opportunity of removing the cause of the dissatisfaction.

Fall Season Ideal for Touring

Vacationists who left their cars at home will take to automobiling with added zest, and these are prospective customers. The fall season is ideal for touring: it is neither too hot nor yet too cold and those stay-at-homes who found it too warm and dusty for motoring during the heat of the summer will be out on every possible occasion. Toward the end of the month the leaves will begin to turn dressing the hillsides and all outdoors in beautiful autumn colors. It is a most beautiful season and the call to be out and enjoy it irresis-

STANDARD SIZES OF TIRES SOUGHT

The tire industry is working toward a final standardization of tire sizes, under a plan of action outlined by the Rubber Association of America.

Before the war the idea of discontinuing the manufacture of tires of odd sizes met with approval from tire manufacturers and when the United States Government, in the midst of the war, announced that to conserve rubber, the gradual elimination of unusual sizes would begin, there was commendation both from the manufacturers and dealers.

At the conclusion of the war the manufacturers, rim makers and car builders continued to co-operate with a view to reducing the number of sizes from more than 250 to the smallest possible number compatible with giving adequate service. Under their plans all owners of cars, using tires of unusual sizes, will be able to get tires for their cars as long as the cars last, but no new cars will be made calling for any except the standard sizes.

The tire sizes selected for perpetuation are as follows: Pneumatic Automobile Tires—30x3½ Clincher; 32x3½ Straight Side; 31x4 CL; 32x4 SS; 33x4 SS; 32x4½ 55; 33x4½ SS; 34x4½ SS; 35x5 SS.

The unstinted use of illustrations combined with good layout is responsible for the attractiveness of this automobile accessory ad. by Bruce, McKay & Co., Ltd., Summerside, P.E.I., and is a splendid illustration of the up-to-date methods adopted by the Maritime hardware merchants for getting a share of the accessory business during the fall and winter months. This ad. was run in three-column space, nearly one page in length, and the use of such space at this season of the year is largely responsible for bringing in the splendid accessory business conducted by this firm.

Here is another window offering some suggestions for fall window trims of automobile accessories. Tires of the non-skid type and chains are shown as recognized equipment for fall and winter driving. Gaskets for insulating engine joints to increase power and a complete line of tools which appeal to the amateur mechanic who overhauls his car each winter are shown in the display as well as lamps, steering wheels, extra radius rods to strengthen the car for driving over rough roads, such as are experienced at this season of the year; spark plugs, etc. Each article is plainly marked with price tickets.

tible. These country auto trips are usually joyous affairs: friends are often taken along and opens up the possibility of sales to non-owners of such personal accessories as goggles and similar articles.

Great Year for Tires

Economy, superinduced by present conditions, has undoubtedly made this the greatest tire accessory selling year in the history of the auto industry. The records of one of the largest manufacturers show a tremendous gain in sales in its tire accessories department over last year for the corresponding period. The experts in charge of the service department of a certain large tire manufacturing concern who have watched tire performance records for years state that the additional mileage obtained from tires this season over last is indeed gratifying. They say this surprising increase—obtained in one season—is due to a combination of more care in driving and to keeping tires in a constant state of repair by the frequent use of accessories. It is claimed if this practice becomes universal, motorists will save $25,000,000 annually on the first cost of tires alone. At present it is not so much a matter of saving money as it is of conserving skilled labor and materials.

Tire Accessories Have Big Sale

A perusal of the advertisements in almost any popular magazine will quickly prove that most manufacturers are awake to the opportunities in selling accessories to conserve tires—they occupy almost as prominent a position as tires, and this helps educate and intelligently direct the motorists' demands. These educational campaigns conducted by manufacturers and jobbers, together with the growing shortage of skilled tire repairmen, has induced an immense consumption of blow-out patches, tire sleeves, tube patches, and putties or plastics for repairing casing cuts and similar injuries. And this demand seems likely to show no diminution for the present season at least. Tire plastic or putty is one of the most popular and easily applied conservers of auto tires on the market. If tires are inspected frequently and all small cuts in the tread filled as soon as they appear, hundreds, sometimes thousands, of miles can be added to the life of casings. Another popular and probably the biggest selling accessory is the inside blow-out patch which makes it possible to make a quick roadside repair of an ordinary blow-out in case the driver has no spare tire along. Sometimes it is only a small break in the inside fabric that pinches and punctures the inner tube; then a blow-out patch comes in handy.

The retailer who watches every opportunity for busines can take advantage of this circumstance.

Size Up Customers' Motor Cars

When a customer of a retail hardware store drives up in his automobile a field for more business is immediately offered the merchant.

It is a chance to size up the machine for lacking accessories and a chance that should not be overlooked.

Tire Insurance

Has the owner a spare tire on his car? A spare tire is a necessity if a driver wants to have some sort of insurance that he will get back to his garage in case of a possible blowout or other tire accident.

Are the wheels running true? Are the front wheels properly trued and angled? It is an easy thing to show the owner of the car how he can save tire money by having his axles trued up. It may save tires for the driver, but it makes a friend for the hardware man and cinches that particular man's accessory business.

How are the head and tail lights? Does the car need a new tail or new reflectors, or new lens? Is there a proper kind of a horn attached? Is the windshield all shot to pieces? How about a little polish to make the car look better than it does after a season's rough washing?

Train the Eyes

It is a shrewd merchant that trains himself to take in all the features of every automobile that drives up or passes. It is a sort of a game. Pass a show window and glance in. Go to one side and see how many articles you can name in that window. Go back and

Two other good samples of Fall and Winter advertising of auto accessories are shown herewith. The one by W. H. Thorne & Co., Ltd., St. John, N.B., emphasizes the point that the most efficiency during the winter season can only be had from a car provided with proper equipment. A number of lines mostly in demand for winter motoring are then listed. The ad. by Consumers' Hardware & Supply Company, Lethbridge, Alta., shows how Western dealers are keeping interest alive for Fall and Winter accessory trade.

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see how many you overlooked. Try it on another window. After this process is repeated often the owner of that pair of eyes will begin to notice that his attention is developing, that he is becoming more alert, and that training can be tuned to a commercial use. The retail merchant in hardware will discover that he can find a lot of things missing that it would profit the owner of a car to buy and put on his machine.

Just now is the time to sell warming accessories, radiator non-freeze compounds or prescriptions. Robes, robe rails, blankets, radiator covers, gloves, tops, new mica windows, anti-rattlers, shock absorbers. All these are timely. As the roads get rougher shock absorbers properly applied are a blessing to the people who have to ride in automobiles. It is a godsend to them to have every attachment that will keep them warm while driving. Foot warmers are in demand. Warm driving gloves or mittens are a necessity. All season car attachments are saleable, tops that will make a car an all-season driver, so that whatever the weather or the temperature the adjustable top can be regulated to suit the occasion.

Substitute Money Maker

If various lines of hardware are falling down in sale, say builders' lines in this period of restricted construction, money can be made up in sale of the profitable accessory lines for motor cars, motorcycles, trucks and tractors.

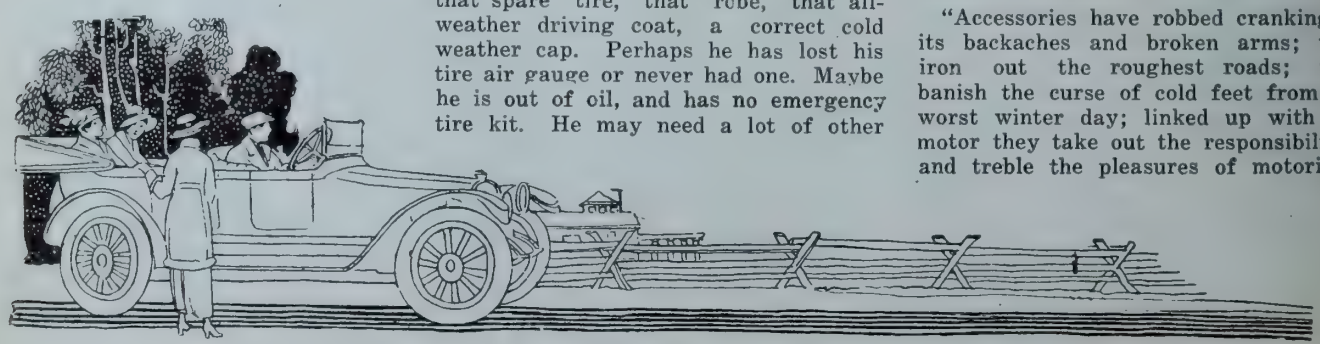
The next man that drives up for gas may be a profitable supplies customer if he is approached right. See if he has that spare tire, that robe, that all-weather driving coat, a correct cold weather cap. Perhaps he has lost his tire air gauge or never had one. Maybe he is out of oil, and has no emergency tire kit. He may need a lot of other things that he has been intending for a long time to purchase but has been short of time, or has forgotten it at the right moment. If he is in need of these goods, and has the money to buy them, he is going to buy them from the man that takes the trouble to sell them, undoubtedly.

Automobile accessories are now in the million dollar class of the nation's businesses. Build up an accessories window and sell the goods. A supplies window in a timely all-winter display mode.

What Accessories Do

"The basic principles of the automobile have hardly changed—it is the little extras that have made of the car an intelligent companion that insinuates itself into your affections like a pet bulldog," writes W. W. Sellew in The Nation's Business.

"Accessories have robbed cranking of its backaches and broken arms; they iron out the roughest roads; they banish the curse of cold feet from the worst winter day; linked up with the motor they take out the responsibilities and treble the pleasures of motoring."



The Brush Department

The Qualities of a Lather Brush

Written for Hardware and Metal by S. D. Purdy

THE dictionary may define a lather brush as an implement used to generate a lather to soften and lubricate the beard before shaving, yet while technically correct, this definition does not apply even remotely to the question, "What is a Lather Brush?" A lather brush, as offered to the public to-day, may be an implement of torture, a dish mop, a breeder of germs, an irritant, a means to suicide or in fact anything except a generator of lather.

The average man is very exact in his requirements of a razor. It must conform exactly to his idea of balance, angle, cutting edge, etc., and he is firmly convinced that he uses the only shaving soap suited to a gentleman of discriminating tastes, but his brush—well, we have heard it stated in the brush trade that a prominent New York skyscraper was built with profits on lather brush sales made to this same discriminating class at a few cents each.

Careless Selection

The average buyer, handed a tray of lather brushes to select from, will pick out a big, husky, soft, mouth-topped brush with no enquiry from the sales clerk as to its lather-generating qualities. This predisposition on the part of the lather-brush-buying public has resulted in the market being flooded with brushes made of soft goat hair of varying grades and kinds, but all of them absolutely worthless as a lather developer, and a positive danger to the user as they are a common source of anthrax infection, a loathsome and almost invariably fatal disease that of late has become noticeably common.

Another material extensively used and almost as worthless and dangerous as goat hair is Chinese and Japanese horse hair, a soft, kinky hair of different colors that tangles up into an inseparable mass about the fourth time it is used, and thereafter is more effective as a massaging instrument than as a generator of lather.

Both goat hair and horse hair are frequently dyed with a dark streak near the top in imitation of real badger hair and to the inexpert it appears the same. French bristles are sometimes blended with these two hairs to increase the elasticity and thereby more nearly imitate real badger.

An advertisement in the local newspaper confined to the subject of Brushes, can be made interesting and will bring results if linked up with some special effort. This brush ad by Ingram & Davey, Ltd., St. Thomas, Ont., takes advantage of the general ignorance of the wide range of brushes which are available for labor saving in the home. A special week of brush sales was conducted and the ads were used in conjunction with window displays. Details of what each brush is used for, prices, etc., are shown.

The only materials yet discovered by the brushmaker inherently suited to the making of lather brushes are pigs' bristles and real badger hair, and under even these headings is grouped a multitude of sins.

Pigs' bristles vary from the soft, kinky, woolly kind, produced by some of the American domesic pigs, up to the winter coat of the wild and semi-wild Siberian boar which reaches a length

(Continued on page 240.)

Next Year Expected to Break Previous

Montreal Manufacturer Has Made Close Examination of Paint Trade Possibilities for the Next Year and Says Outlook is Very Encouraging—Deals With Business Conditions Existing Throughout the Western Provinces

ALTHOUGH the demands of the trade in Canada for prepared paints, varnishes and other kindred products have been the greatest in the history of the industry, 1921 promises to be equally as good a year, in the opinion of W. S. Fallis, Managing Director of the Sherwin-Williams Company of Canada, Limited. Mr. Fallis returned from an extended trip throughout the Western Section of Canada, and made a close examination of conditions pertaining to the trade, as well as a general estimate of the probable demands of the country for the products above mentioned.

"Conditions there are very encouraging," said Mr. Fallis to Hardware and Metal. "I believe that the 1921 crop, in actual value, will be one of the best, if not the best, yet harvested. At the high prices ruling the value of the crop will be very great.

"Manitoba is promising well, generally. Saskatchewan is good, and Alberta, south of Calgary, is fair. From Edmonton to near Saskatoon the yield will be a large one. The rains in the Calgary district around the 10th of July were the heaviest they had in 20 years. After that there was a spell of very hot weather, followed by more rain. The outlook over the whole country is most encouraging."

Crying Need for Paint

Although hundreds of tons more of paint have been disposed of this year in excess of the outturn of other years, Mr. Fallis states that the demands will continue. "There is much need of paint throughout the country and in one town I visited I noticed a solid oak door, one which would now cost around $40, almost ruined because of the neglect to use a couple of dollars' worth of material and labor. This is but typical of many instances elsewhere," Mr. Fallis stated.

Asked as to whether the average prospect had begun to realize the great value that paints and other finishes possessed as a protective and preservative agent, Mr. Fallis stated that he believed they had. This, if widespread enough, will naturally mean that the demand will steadily and surely increase, and it is the best advice, Mr. Fallis thinks, to plan for a continued big sale for paint, and work to that plan. There are Western places in particular where much paint is needed, and in one big Western city the need of paint is particularly striking. "It impresses one as he steps into this city; it needs paint very much indeed," was Mr. Fallis' comment. This need will exist for a long time, unquestionably, and property everywhere will have to be kept in good repair.

Costs Remain High

Asked as to the conditions relative to price, Mr. Fallis stated that most raw materials were costing as much as they have been for a long time; many of them are costing more. Wage demands have been steadily maintained and the range of wages has not been reduced but advanced, rather. Wages will remain high in all probability. With perhaps a single exception, there has been no reduction in the cost of the average raw material. Linseed oil prices have been lower in recent weeks. This has been induced through the arrival of seed from the Argentine. This seed was purchased long ago and while in transit to the Canadian market various strike difficulties so seriously impeded delivery

Records in Volume of Paint Sales Made

Crying Need of Paint in Prairie Towns Which Will Now Prosper Through Marketing of Bumper Crop—Higher Freight Rates, Labor and Costs of Most Materials Will Keep Prices Up—Linseed the Only Raw Material to Show Decline in Price

RENDER REAL SERVICE

Selling a patron his first bill of paint may not be such a difficult task for some dealers as selling the same patron the second bill. The buying public has been educated to service. They have learned that they are paying for service and naturally expect to get what they pay for. When a customer enters a paint store and asks for a certain brand of paint for a stated purpose, it remains for the dealer to see that he gets the paint best suited to the purpose for which it is bought.

Paint men who know their business, as a rule have sufficient interest in their patrons to see that this is done, but here and there are men who give little attention to the business, and who hand the customer the first can of paint they see.

If the job is a failure, the customer blames both the paint and the dealer.

The paint man who does not have sufficient interest in the welfare of his patrons to see that they get the kind of paint they should have, is a detriment to his own business.

through New York that, for many weeks, no seed could be obtained. Difficulties grew and transportation became acute. Eventually this seed was released and the market became somewhat flush of flax seed supplies. Meanwhile manufacturers had to fall back on English oil, for oil had to be obtained to complete the manufacture of products that were urgently needed. The arrival of the Argentine supplies in recent weeks induced speculative elements, in particular, to unload. Had this not been the case oil prices would not, very probably, have declined nearly so much as they have.

Two Important Factors

There are two factors of outstanding importance at the present time, that of the likelihood of increased freight rates, and the other that of the effect, on prices, or the probable effect, of wheat decontrol.

"The freight situation, as pertaining to increased rates," said Mr. Fallis, "is bound to have an effect on the cost of manufactured products, and this is a big item. Then the lifting of the control over wheat prices will perhaps mean that prices may be higher." If enough capital can be secured to control the purchase of the wheat crop it is evident that this will affect the price.

Doubtless the higher prices for wheat, if they become manifest, will be beneficial in some respects. The farmer will receive an added return for his yield, and he will naturally be a better prospect for the products of the retailer. In line with this the hardware merchant has every reason to look forward to another heavy selling season for paints, varnishes, and products closely related. Asked as to the financial conditions of the country—particularly those of the West—Mr. Fallis said that they are satisfactory. Payments are being met and in view of the fact that both gallonage and the actual money involved have shown such increases this year, this condition is highly encouraging.

THE QUALITIES OF A LATHER BRUSH

Continued from page 237.

sometimes of from twelve to fourteen inches and is so coarse and stiff at the butt that a short section can be driven like a nail into a white pine board. Naturally neither the first nor the last of these is suited to the making of lather brushes.

The white bristles required in the making of good lather brushes comes mostly from France, where the art of seltction and preparation are further developed. All bristles have a curve in them due to the thatched effect in the hair growth on the pig necessary as a protection from the elements. This curve is removed by tying the bristles up in a small bundle against the sides of straight sticks and boiling them for from four to eight hours. Black bristles are mostly a product of the Chinese domestic pig and when properly selected and prepared make most wonderful lather producers. The public, however, does not take kindly to the color of them.

The Serviceable Brush

High-grade bristles mixed with pure badger hair make most serviceable and satisfactory lather brushes. Size and style vary with the taste of the individual, but a square-topped brush is always a better lather producer than one with a round or French dome.

Real badger hair, the most expensive material from which lather brushes are made, varies greatly in quality. To get the snap required in a high-grade brush, the animal must be killed in winter and must be an inhabitant of a cold country such as Siberia and Northern China. The stiffer hairs are had from over the shoulders and down along the spine. The hair picked from the sides is of proper grade and that from the belly is soft and woolley. This hair is picked, sorted, sized, washed and blended and the labor entailed in this is exacting and expensive. Pure badger lather brushes are fine lather producers and are soft, yet elastic. They are used by the man who shaves himself, as the barber never uses a badger hair brush, preferring those made of selected pigs' bristles.

In past years lather brushes used to be held in the ferrule with pine pitch, shellac, or similar gum cements, some of the lower priced ones are still made that way. These brushes are, sooner or later, apt to shed hair like a patient with the fever, so to-day all of the better grade of lather brushes are set in vulcanized rubber. This setting is impervious to the action of hot water or anything else; this permits of the sterilizing of the brush in boiling water and insures the holding of the bristles in the ferrule until the brush is worn out.

Intelligent Selection

The reader is probably wondering how, with all the camouflage around the making of lather brushes, he can be expected to make an intelligent selection. We will, therefore, note here a few precautions that, if followed, will be apt to insure this:

Do not select a soft, mushy brush.

Do not select one with long, rounded top.

Do not select one without snap in the hair.

If you want a low-priced brush, buy one of bristles rather than of imitation badger.

Bear in mind that while bristles appear quite stiff when dry, they get soft and silky when used in lather, while a brush too soft when dry becomes worthless when softened in lather.

Buy a brush of medium or short length with a square or semi-square top.

The stiffer the beard, the stiffer the brush required.

The color of the bristles is no indication of their quality.

Last but not least, buy one with the name of some reputable manufacturer plainly stamped on it, and when you do get a good one, take care of it.

While the hardware clerk is usually well-informed on hardware, paints, and other staples of the hardware trade, his knowledge of lather brushes is sometimes limited to size and price, and he is often misinformed as to actual intrinsic values. Some brushmakers, we are sorry to say, offer brushes either stamped or tagged "guaranteed pure badger" in which not one single hair of real badger can be found. They are usually made of goat hair or Chinese horse hair dyed to imitate badger and mixed with a small per cent. of bristles to give the required snap.

Note These Qualities

Perhaps giving here the peculiar characteristics of the different hairs may help the hardware clerk in the determining of real value.

Goat hair is fine, lifeless and woolly and stretches like an elastic band, especially when wet. Unsupported, the single hair will not hold up to its own weight.

Horse hair is apt to be slightly curly; is the same diameter at the butt as at the tips which are never split and are coarser to the feel than goat hair.

Pigs' bristles are always larger at the butt than at the tip, tapering noticeably, and the tips are usually divided in two or more separate split ends. They are frequently dyed in imitation of badger but can be detected by the tapers and split ends.

Badger hair has a pronounced dark brown streak of varying width beginning about ¾ inches from the tip which is pure white with one single sharp end like the point of a pin. The individual hair is smaller in diameter at the butt than it is half an inch from the top, which is the opposite to bristle.

With a little real application the hardware clerk can readily familiarize himself with these characteristics and detect adulteration: it, however, requires an expert to tell the percentage of adulteration—a most important factor—and even the expert is not infallible in this.

WHAT IS A FAIR PROFIT?

Continued from page 232.

chase any more than it entered into the old ten-cent sock. Cotton stockings would then be more fashionable and silk would be at a discount. If the cotton-gin had not been invented, silk would to-day probably be far less fashionable than cotton.

Not so very long ago a really fashionable man had to wear a wig, and a bald pate was a comfort. Laws had to be passed preventing those whom the social mentors did not consider eligible to the bewigged class from shaving their heads and putting on wigs. That fashion passed away, and to-day a man wears a wig only from dire necessity. Yet a wig was at one time a class necessity. A man might better then have gone without his trousers than without his wig.

The necessity of to-day is not the necessity of yesterday or to-morrow; we hate to give up our necessities; we will kick and bite and scream—and then, suddenly, with our eyes closed and walking backward, we change. Once we had to have linen paper; to-day, we have to have wood-pulp paper; to-morrow, it will be some other kind of paper that we need. The point is that the moment any so-called necessity is so restricted in distribution, either by lack of quantity or height of price, that it cannot be bought by even a small fraction of the people who formerly used it, then the necessity for that commodity disappears.

The buyer makes the price only up to a certain mark, and at that mark he ceases to bid. He will bay at the moon for so long and no longer. We have already seen an indication of this in the idea—and practice—of wearing old clothing or overalls—which is only another manifestation of the same spirit that took men from peacock coats and knickerbockers into, by comparison, drab clothing.

In the new order of business there is, however, a method by which the seller may in a degree fix the price. This he can do by so planning his schedules of production at his price (and in price it is necessary to consider quality, for that forms a part of price) is always under that of the market made by the inefficient—the general market. In the new order of business, the manufacturer will fix his prices upon costs; with planned production, the seller will not have to sit around waiting for a demand or crying because a demand has dwindled or changed. He will drive steadily through the market and create a demand which efficient, planned production will enable him to fill.

When the demand exceeds the supply, as has been the case to the present, it is difficult to take this larger view of business. All of us are not — indeed, comparatively few of us are—awake to the fact that a new order is verily here, or if not here, almost due.

Quadrupled Paint and Varnish Department

Montreal Hardware Firm Sells More Paint and Varnish Than Before War—Carry Four Times as Much Stock as When Business Started

"ONE-THIRD of our business is done in paints and varnishes. When we bought this business seven years ago the department was very small, and not one-quarter the size it is now. We hope to do nearly ten thousands dollars' worth of business this year in our paint department."

In thus describing the development of their paint department to a representative of Hardware and Metal, J. A. Lecavalier of the firm of Duquette and Lecavalier, 2799 St. Hubert street, Montreal, it was emphasized that this part of the business is one of the most important, if not the best department in the whole store. Within that short space of seven years, most of which time covered the period of the great war, the growth of paint sales has been remarkable, and to the energetic members of the firm must credit be assigned for the growth which has taken place. Business rarely develops so fast of its own accord; there must be energy and push behind it, and to the vision held and the initiative exerted can be attributed this big growth.

A Heavy Stock

Much argument has been indulged in regarding the size of one's stock and the wisdom of carrying a large or small one. The investment made by Duquette and Lecavalier is a heavy one, but it is more because they carry so wide a variety of finishes and products than because of heavy stocking of any one line that this transpires. "We stock the whole line," said Mr. Lecavalier in referring to the products which they are seling. "It is an excellent product all through and it is most satisfactory to handle."

When customers come to buy they often do not know just what they require or what should be used for a given purpose. Here is where it is well to have the variety. "We can advise a customer as to just what she needs by having many different finishes. They appreciate this and with our advice they get the best results."

This brought out another observation from Mr. Lecavalier. "It is not a good plan to try too hard to sell a customer something they do not want. It reminds me of what I read a few days ago in the report of a shoe dealers' convention in which one of the speakers argued that if the customer was set on having a certain kind of boot or shoe the salesman should not insist too strongly on selling something else. It often reacts the wrong way. For if the sale were made the customer might be disappointed and not come back again."

This does not mean that the firm do not push with diligence the sale of the lines they handle. It is simply a question of reading human nature and of not failing to know when to urge the customer and when not to.

Where Customers Come From

Most customers are from among the householders in the district. These make the best customers. They may not, and usually do not, buy as freely as the

A WIDE variety of all paint and varnish products is carried in the paint department of Duquette and Lecavalier, Montreal. Having such a complete range of finishes on hand enables this store to advise customers and provide them with the best finish for the work they wish to do. This paint department has made a big hit with the householders of the district, who constitute the majority of the store customers. More paint is sold through this department now while prices are high than formerly when prices were lower. A little intelligent sales talk by the store salesman, at every opportunity, has brought about this condition.

painter, but they come oftener, and in the long run buy more than some painters. "We consider them the very best of customers," said Mr. Lecavalier, "and they are constantly buying more paint. We are selling more paint and varnish than ever before."

"Do the higher prices affect your sales?" asked Hardware and Metal.

"No, this makes no difference, in fact we sell more paint than when the prices were lower. The demand is greater all the time," replied Mr. Lecavalier.

The district in which the firm is located is a comparatively new one. That is to say, this part of the city has been extended within recent years and there is a steady growth still, with better things in prospect. During the non-building period of the war there was little doing here in this respect, but from now on it is expected that there will be development in housing operations. This will afford new business, and paints and kindred finishes will naturally sell more and more extensively. It is with this in view that the firm are maintaining a complete stock.

Mr. Lecavalier states that the better products are desired. Whether it be varnish or paint, the higher grades are popular. "People have come to realize that for painting or varnishing they require a good article, and they are also learning that it pays to preserve their property. We carry the larger packages, such as gallons, and these sell pretty well, too," he stated. "And we sell only pure turpentine and linseed oil; it pays."

Of course there is a certain amount of painters' trade, but the volume of business comes, for the most part, from the house owners and householders.

Sale and Care of Brushes

Sales of paint, varnish and kalsomine are comparatively large, and in keeping with the outturn of gallonage all through the season. To this end an excellent array of the various grades, shapes, styles and sizes of brushes are stocked, and the drawer arrangement has been adopted. While this does not permit of displaying to the best advantage, it does keep stock, Mr. Lecavalier says, in the very best of condition, and that is a big factor when one considers that the investment in a brush stock at to-day's prices means that care must be taken to preserve that stock in the best possible condition.

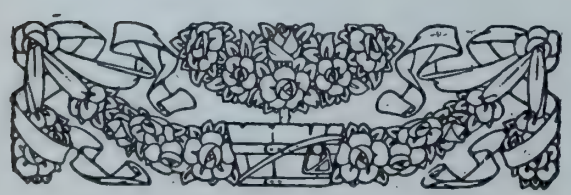
"The smaller brushes we leave in the original boxes, and the large ones we take out of the boxes and place in the drawers. It is easy to show a customer the stock and the brushes keep in good condition in these drawers. Our spring order was for about $500 worth of brushes, and as a rule we sell about $1,000 worth in the season," commented Mr. Lecavalier.

It was further pointed out that the sale of a brush depends largely upon the salesman. There is one point that this firm observes. Even though brushes are advancing in price frequently, advances are not necessarily put into effect on the stock previously bought.

"We will sell most of our stock at the profit that was added when the stock was purchased," he said.

How Hardwaremen Advertise Paints--No. 21

Taking for granted the fact that local customers have been convinced of the value of paint as a preservative as well as a beautifier, this ad. by E. T. Carter, Jarvis, Ont., suggests that therefore the best paint that can be bought is the most economical, as it will not only give a better finish, but will outlast other qualities. The illustration gives a humorous vein, followed by the statement that the painting season is at hand, and extending an invitation to have a paint talk with the store salesmen.



The Outlook for Fall Hardware Trade

Staple Lines of Hardware Will Remain Scarce and Price Declines Unlikely for the Present—Demand Will be Heavy This Fall—Paint Business Expected to Continue Active

"THE outlook for fall, 1920, appears to us to be a continuation of conditions that have existed during the early months of the year," said Col. Robert Starke, vice-president of the Canadian Wholesale Hardware Association, to Hardware and Metal. "The very staple lines of hardware, especially in the heavier class of goods such as wire nails, merchant iron, wrought pipe, Canada plate, stove pipes, etc., are very hard to obtain, and we fail to see that prices can decline from present levels with the continued high price of coal required for production, and the near approach of higher freight rates, both of which enter very largely into the cost of manufacture of this class of goods.

"With the abundant crops that are reported from nearly every section of the country it seems that the demand for all classes of hardware must be heavy for the remaining months of 1920. Stocks have been very largely drawn upon and are hard to replace promptly. Building in large centres must surely be started ere many months pass, as there exists a great lack of all classes of construction to take care of the legitimate heavy demands for hotels, warehouses, factories and dwelling houses. The immediate prospect for all lines of hardware looks encouraging, and the event of any price decline quite a few months distant.

* * *

CORDAGE OUTLOOK ENCOURAGING

W. A. C. Hamilton, Consumers' Cordage Company, Montreal, says: "Quebec crops are good, Ontario crops are good, and the Western outlook is very satisfactory. The report of a large milling company regarding the splendid prospects in the West is very encouraging. Conditions should, therefore, be very encouraging."

* * *

PAINT OUTLOOK IS GOOD

R. C. Jamieson & Co., Ltd., Montreal: "Business has been good and I think the 'Save the Surface' campaign has been a big help. If no new war breaks out in Europe the fall outlook should be a splendid one and business conditions continue active."

* * *

LEATHER BELTING

The situation in the belting trade is "normal." According to a reliable authority there is a demand in foreign markets for all the leather belting available, but the Canadian manufacturers have an eminent desire to cater to Canadian trade.

No immediate price changes are anticipated. Leather prices depend entirely on the price of hides, and should any immediate change take place in hide prices it would not be felt here for at least six or nine months.

* * *

CAR SHORTAGE IS CHIEF DIFFICULTY

Mr. Sheppard, of the Canadian Asbestos Co., states: "The worst difficulty has been that of obtaining cars for hauling our goods, but I think we have perhaps been getting our share." Mr. Sheppard indicated that conditions were reasonably satisfactory with the prospects of good business being obtained this fall.

* * *

STOVES

Speaking of local trade in iron and steel products Mr. Gurney, of Gurney Foundry Co., Ltd., thinks conditions are better and on a sounder basis in Canada than anywhere else in the world. Should the new freight rates be granted the hardware trade will be greatly affected insofar as stoves are concerned. There is decided difficulty just at present in procuring raw material but the situation is expected to clear in a week or so.

The necessity for increased housing accommodation will call for more hardware goods including heating and cooking utensils, and this will be a most valuable feature of future trade.

* * *

BRUSHES

We hear much these days of the shortage of material in practically every line of business, this is the basic reason for the unreliability of deliveries. In the manufacture of brushes over 7,000 different articles are used, covering the different shapes, sizes, etc. Considerable waiting is experienced on the producers, and naturally this affects the output and indirectly the deliveries. According to Mr. Baker, of Wm. Cane Sons & Co., Ltd., dealers are buying earlier and in larger quantities than before.

Continued prosperity depends on the ability of the manufacturer to procure material and labor at reasonable rates. Most of the articles used in the manufacture of brushes come from China, Japan and other eastern countries, and the labor conditions in those countries are as bad as here. No immediate decline in prices is expected.

* * *

CORDAGE

The wholesalers are apparently experiencing no shortage in cordage this year.

There seems to be plenty of material at hand to supply the demand.

No increase in prices is expected, and the market looks firm.

METAL ROOFING, SIDING, ETC.

There is a decided shortage of material in the metal roofing trade and there is no immediate relief in sight. Practically all the material now being used in the manufacture is premium stock. According to the latest reports, farmers and others are holding up work in hope of the situation clearing up. The possibilities for this sort of trade are limitless when raw material is procurable, but just at present the output is not up to demand. The manufacturers are importing all the material procurable from England and U. S.

* * *

ROOFING

The manufacturers of roofing cement and tar products are confident that they will be able to make deliveries until the end of the year. The opinion is expressed that apparently prices have reached the peak and market is remaining firm.

* * *

TAYLOR-FORBES CO.

C. F. Smallpiece, Taylor-Forbes Company, Ltd., Montreal:

"Business is excellent, and we have more than we can handle. The outlook is good and it looks as if price would be at least stable for some time to come. The demand is greater than the supply."

* * *

BUSY FALL EXPECTED

Edward Goodwill, Vice-President the Thos. Davidson Mfg. Co., Ltd.: "I expect the demand will be greater than the supply on many lines. Demands for all goods of our manufacture are heavy and it is a question of getting the raw material to make the goods. The outlook is satisfactory for a busy fall."

* * *

EXCELLENT TRADE IN PAINT AND VARNISH

Walter B. Ramsay, President A. Ramsay and Son Co., and Vice-President of Canadian Paint, Oil and Varnish Association:

"With the prospect of one of the best crops on record I think we ought to have an excellent fall trade. The farmers will be prosperous and will be converting their crop into cash. This, I am confident, will make a brisk demand for our products, for they will want to paint up their buildings, and there is much need for this in many places. The fact that thousands of harvesters have gone west to help take the crop off will mean that it will be promptly handled. Altogether I believe there will be a big expenditure, and, as far as prices are concerned on our products, I believe

there will be little change. High labor costs and high prices for nearly all raw materials will mean that prices, perhaps, cannot be lowered at all."

S. M. Ward, Sales Manager Canada Paint Co., Ltd.: "I think this fall will be a good one. The crop promises well all over the country and this always means a prosperous and active trade for Canadians."

* * *

CROP OUTLOOK GOOD

George Caverhill—Caverhill, Learmont and Company: "We are quite optimistic. Orders have been well booked and we are very busy. The splendid crop reports from the West helps put a little backbone into things and here in Quebec we have good prospects of a big yield. There is really only one difficulty—that of getting enough goods to fill the demand."

* * *

PAINT BUSINESS NOT AFFECTED BY CHANGES

W. S. McLennan, General Sales Manager Brandram-Henderson, Ltd.: "I have every expectation that business is going to be as good or even better than hoped for. I don't think the paint business will be affected by changes. There is no possibility of lower prices on white lead or putty, and it is problematical if there will be any changes on prepared paints. Pig lead was nearly a cent cheaper when present prices were made on lead in oil. The increased cost of labels, containers and labor are all big factors, while the only product that has been declining is linseed oil. All reports from our outside men are very optimistic."

* * *

SERIOUS SITUATION IN SHEETS

W. E. Ramsay, Vice-President The Pedlar People, Montreal: "The situation on black and galvanized sheets is serious. Manufacturers cannot get their requirements. If the cars that are being used in the United States to move the southwestern crop could be used for moving coal to the mills, and then for moving the finished product we would find things much improved. I expect, at the same time, that conditions will be much better by the middle of September."

* * *

TINPLATE IN GREAT DEMAND

Fred R. Whittall, Managing Director A. R. Whittall Can. Co.: "We expect there will be a record crop of tomatoes and corn and this will tax our capacity. While there has been a little improvement in the delivery of tinplate from the United States mills, the heavy extra demands will more than offset this. There can be no possibility of any lower prices on containers."

W. Portsmouth, formerly with the Chown Hardware Co., at London, has joined the sales staff of the Cowan Hardware Co.

Lead and Putty Basis Continued Till December

No Possibility of Declines on These Commodities—May Expect Increase with Application New Freight Rates—Containers Scarce and May Go Up

TWO important decisions were reached this week by the Canadian Paint, Oil and Varnish Association. Both white lead in oil and putty have been continued on their present basis up to and including the 15th of December next. The prices were arranged some time ago to remain effective until September 15th, and now that the date is so near it was decided to take action as to whether the basis would be continued. It therefore is obvious that there will be no change of price in either of these products for that length of time, but if a change should be necessary this arrangement would not preclude the probability of such a change being made. It is stated that no decline is likely, and some state that this would be impossible.

'There is every likelihood of the differentials as applying to various shipping points changing," said a paint manufacturer to Hardware and Metal, "if, and when the Railway Board decides on increased freight rates. This will mean that the cost of putty and lead will be higher, although the basis will, in such case, remain as it is at present."

Here Is Important Item

Continuing, this informant said, in part: "There is every prospect of higher prices becoming effective for containers, so that the differential over barrel prices for putty, for instance, would be changed, to meet this higher cost. Both paint and varnish containers and lead irons also are included, and we expect to pay more for these. All this means that adjustments may be necessary."

It is patent that there is likely to be no reduction in the price of these two commodities, in so far as it affects those which are contained in iron or tin. The great demands made upon can makers for containers for canning foodstuffs has caused a temporary, if not a prolonged, scarcity of tinplates, and it may be a good while before there is any possibility of lower prices becoming effective on containers. Every effort is being made by the manufacturers to supply his trade with containers, and on the part of manufacturers needing them to obtain ample supplies.

Big Congress Will Meet Next Month

Imperial Chambers of Commerce Will Meet in Toronto Next Month, Opening Sept. 18

Arrangements have been completed for the ninth congress of Chambers of Commerce of the British Empire, which commences in Toronto September 18 and continues during the week following. It is seventeen years since the last gathering of the kind in Canada, and eight years since the representatives of Chambers of Commerce of the Empire have assembled. Delegates from all parts of the British Empire will be present.

The King is Patron and the Duke of Devonshire, Honorary President of the Congress. Lord Desborough is President and will preside at the meetings.

Problems arising from the war will be the chief subject of discussion. Numerous resolutions on matters of particular importance, such as commercial relations between the Mother Country and the Dominions; reciprocity with all parts of the British Empire; shipping, telegraphic and cable communications and trade marks, patents, etc., have already been submitted for discussion.

GERMAN SHEETS FOR JAPAN

Japan has placed an order for several million marks' worth of sheets in Germany.

BRITISH TIN-PLATE EXPORTS

It is of interest to note that there has been considerable falling off in the imports of tin-plate and galvanized sheets from Great Britain in the six months ending June, 1920, as compared with the same period before the war.

The statistics for the above periods are as follows:

	Tons		Value	
	1913.	1920.	1913.	1920.
Tin-plate	4,320	293	£ 69,125	£ 16,557
Galvanized sheets	18,475	2,338	273,932	124,298

Hold Successful "Dollar Day" in London

By Co-operation London Merchants Get Maximum Results from Special Sale Held This Week —Make Big Drive for Women's Trade.

LONDON, Ont.—The splendid results that are to be obtained through co-operation were shown here on Thursday of this week when local merchants held their annual "Dollar Day." By a liberal use of readers in the news pages the buying public for fifty miles around London was kept on its toes for the really big advertising broadside which was fired on Wednesday. Conspicuous among the full page and half page advertisements were those of the Cowan Hardware Co. and J. G. Steele. The Cowan Co. made a direct and unusually forceful appeal to the housewives of both city and country, in advertising copy which may offer valuable suggestions to other hardware merchants for use at any time. "Cowan's Dollar Day Bargains Are Real Bargains As Every Housewife Knows. Read the Ad. Carefully and See What You Need" was printed in large display type. Below in a neat box illustrated by a cut of an electric iron was listed with prices in large type everything needed for the kitchen and washday. In another box was listed with prices also prominently displayed a number of household necessities. In a long but well balanced panel was copy telling about "Real Bargains in Silverware for Dollar Day Only" and in another panel to balance the make-up were listed such lines as brass jardinieres, hammocks, screen doors, etc. A one dollar assortment was featured in the very center of the ad. and comprised one roll of toilet paper, one can of cleaner, one paring knife, one scrub brush and a 25 cent bottle of furniture polish "All for a Dollar."

Make Drive For Women's Trade

The J. G. Steele Co. in its advertising copy also made a big "drive" for the women's trade. All prices were quoted in heavy display type much larger than the body matter and such lines were featured as enamelware for the kitchen, silverware, preserving necessities, tinware, brooms and washboards. The only exception to this list was an item for automobile owners who were offered as a big special "Auto Pliers at 39 cents each."

The W. A. O'Dell Hardware made a combined appeal to both farmers and city people by offering under the caption, "Take a Plunge Into These Dollar Day Hardware Snaps," such lines as tin pails at $1, aluminumware, washing machines, screen doors and windows, hoes, forks and cultivators, galvanized tubs and tin boilers.

It should be mentioned that all of these firms backed up their newspaper advertising by splendidly arranged window displays. Price cards were prominent throughout.

Large Turnover

One of the biggest "shopping" crowds that has ever been in the city was attracted as a result of the combined efforts of the merchants and this in spite of the fact that farmers are very, very busy harvesting. The turnover was one of the largest ever made in any one day in London.

Another feature that has a special interest to hardware merchants was the very large number of autos that brought farmers in, in some cases for fifty miles. One thing was evident and that is that the farmers are prosperous. They are buying automobiles. They are buying hardware. They are buying anything that looks to them good value for the money and they are not too particular about the price. They have lots of money and they are willing to pay a fair price.

Pays to Let People Know You Have the Goods

"We did a splendid day's business," said President Thomas Jones, of the London Hardware Dealers' Association to Hardware and Metal. "We have demonstrated before and here is the same thing again that it pays to get the goods and then let the people know that you have them. Our newspaper advertising and our window displays bring really excellent results."

The next big drive London hardware men are arranging for is in connection with the ten days Western Fair. With farmers all over the district more prosperous than they have ever been in their whole prosperous history, the merchants are looking for a big turnover. The Western Fair Board is co-operating with them and in a special effort to make everything as convenient as possible for farmers, parking accommodation is being arranged for 10,000 automobiles.

Higher Stove Prices Are Probable

Raw Materials Advanced Greatly—Increases Have Been Held Off for Many Months—If Recent Increases for Brick Linings, Pig Iron, and Coke Continue Higher Prices Certain

THAT higher prices are probable on stoves and ranges in the near future is suggested by advances just made for stove lining, coke, material, and pig iron, to say nothing of the high labor costs now in effect. In discussing this matter with Mr. Edward Goodwill, vice-president, the Thomas Davidson Manufacturing Co., Ltd.; Montreal, it was pointed out to Hardware and Metal that higher prices were likely if these advances for raw materials are continued.

"Pig iron," said Mr. Goodwill, "has advanced $4 a ton; stove linings, 33 1-3 per cent., and coke, another important item in the manufacture of stoves, has also advanced. Added to this, the high cost of labor makes production cost much higher. If these increases for raw materials continue, prices will surely have to be advanced. There has been no increase in the price of stoves of consequence since January last, and yet increased prices have had to be paid by the manufacturer for raw materials right along. High prices may have to come, and an increase is fully justified."

Demand Has Been Active

In referring to the demand for stoves, ranges and heaters, Mr. Goodwill stated that the outlook was good. Orders have been placed right along, throughout the season, and the sales of stoves and ranges have been satisfactory throughout the year. Now that the Fall season is about to open, there will be an increased purchasing of these lines, in Mr. Goodwill's opinion, and it will be just a question whether there will be ample material to make up the required stock.

The fuel situation will, of course, have a bearing on the whole matter of price in general. Increase in freight rates, if made effective, will also be an added factor in ultimate prices. Altogether it is expected by Mr. Goodwill that there will be an active fall season, with demands for all lines very satisfactory.

English Sheets Soon to Be Available

Montreal.—In discussing the galvanized sheet outlook with a large importer this week, Hardware and Metal was informed that there is now a prospect, and in a sense definite promise, of supplies from England being available within a short time. "We already have been promised a thousand tons, and these will be available early in September," said this informant. It was indicated that this might probably be the beginning of a more active movement of English galvanized sheets Canadaward, and this is welcome news to the trade in view of the continued scarcity of sheets generally. One thing that seems to favor this market is that of plenty of shipping being available for transportation providing the products are to be had.

Editorial Comment

FALL BUSINESS PROMISES WELL, BUT CAREFUL MERCHANDISING IS NECESSARY

THE 32nd Annual Fall Number of Hardware and Metal is herewith issued to the Canadian hardware trade at a time when the prospects for fall and winter trade are bright but when conditions are such that the strictest attention to efficient business methods is necessary that the merchant may successfully negotiate the period of reconstruction.

As far as can be ascertained, the outlook for supplies of various steel and iron products is not greatly improved, if at all. Leading manufacturers state that there is an accumulating list of back orders for various products such as pipe, malleables, etc. Of malleables there has been an increasing scarcity, and this is reflected in the statements of manufacturers, and, as well, of various jobbers. The demand for malleables from so many different sources has taxed the supplies beyond measure, and with the increased use of motor cars, demands consequent upon this for repair parts, and other factors, there is little hope that malleables will be obtainable in ample quantities for a long time.

In discussing with a large Canadian manufacturer the situation he stated that they had been short no less than 100 tons of malleables, and over one million pieces of cast goods. Think of that! It is but one instance, and serves to show that there is still no little difficulty confronting manufacturers and jobbers. Will prices tend downward on these lines in the face of that? One may perhaps decide such a question for himself.

There has been considerable demand for various goods used by the trade. Steel and iron products have steadily sold, and still there is shortage. One sometimes studies to learn, if possible, where supplies go, and how they are absorbed. It is safe to say that many are buying with due regard to the demands made upon them. That is to say, retail dealers are doing a sound business, buying reasonable needs and buying often. Therefore, if the products are going into consumption it is apparent that the surplus in the hands of the ultimate distributor —the retailer—is small, or in any case not excessive.

Reports indicate that there has been a fairly large amount of building in various parts of Canada. In few places has there been any boom, as Canadian building booms go. But in numerous towns and cities there has been much activity, new stores, offices and residences being erected and many places remodelled. That means that there has been call for large quantities of supplies, and even where activity was not outstandingly manifest, the monthly returns have often been surprising.

In a general way reports are encouraging. Steady, sane methods, and A PROGRAM OR PLAN are suggested by some of the leading manufacturers and jobbers of Canada. "Make a plan, then work to that plan" was the suggestion made to a representative of Hardware and Metal a few days ago by the managing director of a large company. It sounds like solid, practical advice. What is YOUR plan?

TO-DAY THE BUYER IS THE ULTIMATE PRICE FIXER

ABNORMAL merchandising conditions which have been brought about through chaotic conditions prevailing in the world's markets during the past few years have put retail business on a somewhat different basis than existed formerly. The trend of price is ever upward, there is much talk of profiteers and the laboring classes think they are being unduly exploited. The whole matter seems to be rooted in the establishment of what is a fair profit, and this point is very ably dealt with in an article appearing elsewhere in this issue. Conditions affecting supply and demand, and their relation, have changed so greatly that to-day's business is described as being on the basis of the person who sells old clothes to the rag-man—nobody knows what anything is worth though everyone hopes to get more than the value of the article. It points out that it is easy for a man to convince himself that whatever price he charges is fair for every man who sells also buys, and his sales prices are often but a reflection of the impotence

that he feels in buying. It is evident that under present conditions there is a great looseness of thought and expression. The article points out that the merchant who declares that he will "get his now while the getting is good" never does get his for his short sighted greed ends in financial wreck, because he does not see that the conditions which permitted him to make his killing have changed until all at once he is brought up with a sharp turn and everything is taken from him.

Dealing with the subject of price and profit fixing and their relation, the article states that a necessary corollary to price fixing is the fixing of demand and points out that the next step is rationing and the next communism, for when it is said that an article must be sold at a certain price and it is ordained that each individual can buy only a certain amount of that article, this is virtually communism. Fixing profits is declared to be infinitely more viciously destructive of economic life than fixing prices.

In conclusion it is pointed out that the only possible method of lowering prices is by the stimulation of production. Times have changed since the days when the producer was beseeching the consumer to buy. To-day the buyer is the ultimate price fixer.

INCREASE IN TELEPHONE RATES

ANNOUNCEMENT this week of proposed increases in tolls by the Bell Telephone Co. has not been received with anything like an unanimity of approval. In fact business men generally are emphatic in declaring the new proposals an imposition not to be tolerated. Inauguration of the "message rate service" in Toronto will greatly increase the cost of phone service to almost every business and commercial interest.

Toronto and Montreal business phones will cost, if the new tariff becomes effective, $60 a year, and be restricted to 100 outgoing calls a month. Other sections of the province show increases in rates according to the number of telephones and the demands upon them.

Representative business men in both Toronto and Montreal have left no doubts as to their wholehearted opposition to the proposed changes, and intend to fight them to the very utmost. The fixing of a limit of outgoing calls to one hundred per month is viewed as ridiculous, in the face of the statement of one Toronto wholesale grocer, that he has that number of outgoing calls in a day.

Consensus of opinion in regard to the application of the Bell Telephone Co. for an increase in its tariff of charges appears to be that before this company is granted consideration in this regard, it should make an effort to provide adequate and efficient service—a service compatible with the already high tolls that are being asked.

DECLINING MARKET REQUIRES CAREFUL HANDLING

THERE are many who hold the opinion that the peak of high prices in most commodities has been reached and that from now on prices will, if anything, decline. If this proves to be the case the situation calls for very careful handling. It is not difficult to make money on a rising market; but it is a very different proposition to carry on and meet one's liabilities on a falling market.

The good times and high prices we have enjoyed during the past few years have induced many people to go into business on their own account. A good number of these have not had the experience necessary to make a success of their venture under adverse conditions. Their stock in trade has been purchased at high prices, and owing to competition from older established merchants, whose cumulative cost has not been so high, they have been compelled to sell at a close margin of profit, and, therefore, have not been able to build up a reserve to carry them through a period of declining prices. This is the class of accounts that need careful attention.

EDITORIAL BRIEFS

THE most valuable of your intangible assets is good will. You cannot put your finger on it, but it is there and it plays a prominent part on the profit side of your ledgers. Good will can only be obtained, whether as buyer or seller, by a carefully built up reputation for fair dealing. To cancel orders arbitrarily or to return goods without cause—simply because by so doing one can escape an unforeseen loss—is to endanger one's reputation for fair dealing with the consequent loss of good will. And good will lost is difficult to regain.

* * *

DID you ever stop to think how seriously indifference and neglect of the correspondence of your creditors, relating to overdue accounts, affects your credit standing? If you cannot remit when due, don't let the creditor guess the reason. He is likely to make an unpleasant guess. Give him the reason straight, and thus encourage that frank relationship between business men that is worth dollars to each. Promptness in correspondence is one of the best of credit and business builders.

The Clerks' Department

The Measure of Ability

Observation and Concentration Are Essentials to Successful Retail Hardware Salesmanship

By Rivers A. Peterson in the National Hardware Bulletin.

ANY man who makes an effort to improve his salesmanship is reasonably certain to do so. Possibly the reason that more do not try is due to the feeling that the employer is the one who reaps the benefit of the improvement.

This conclusion is erroneous, as will be seen by anyone who thinks over the proposition. The first lesson every man should learn is that, regardless of who pays the salaries, he is in business for himself.

Observation

Do you see, or just look? There is a vast difference, and it plays an important part in salesmanship. You may look at a customer and know he wishes to make a purchase. If you practise close observation you will see in the manner, dress, and appearance of the prospect how he should be handled to close your sale.

Observation frequently enables the salesman to establish an immediate point of contact with his customer that is invaluable.

A customer walked into a shoe store. The only employee in sight was a saleslady who was busy. After a few moments, she approached the newcomer to serve him. As she glanced at his shoes, following his statement that he wished to buy a pair, she remarked:

"The shoes you have on are too short for you. I could tell that from your walk when you came in."

To the customer, painfully aware of the truth of her statement, this evidence of observance gave confidence in the ability of the saleslady and made it much easier for her to sell to him.

Watch the Customer

As a customer enters, you may see her pause a moment to look at a washing machine. The fact that her attention is attracted shows she is giving the subject some thought, although the immediate object of her visit may be something entirely foreign.

The observant salesman will bring up the subject of washing machines after the original transaction has been completed. Many so-called "suggestive sales" are really due to incidents of this kind.

MARSHALL FIELD'S CREED

"To do the right thing, at the right time, in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question; to be courteous; to be an example; to love work; to anticipate requirements; to develop resources; to recognize no impediments; to master circumstances; to act from reason rather than from rule; to be satisfied with nothing short of perfection."

What Happened to an Observant Office Boy

Does it pay to be observant in all things?

It was the custom of a former president of the Michigan Stove Company to go to his office each morning by way of the factory yards in order that he might count the numbers of cars of iron, coke, etc., delivered the day previous by the railroad company.

One morning something interfered with this routine, and later in the day he asked the plant superintendent for the information, but he could not give it offhand.

One of the office boys heard the question and said he knew. The surprised executive asked him how he happened to know, and the boy said he always counted the cars when he came through the yards in the morning, and gave the exact data.

This faculty of really seeing things marked the young fellow for promotion. The office boy is to-day the general manager of that business.

Learning From the Other Fellow

The characteristic of watching what is going on, and how the other fellow does and says things, is invaluable to the young man just starting in the hardware line.

Without being obtrusive, he may listen at times to the sales talks of more experienced men. He can watch the methods they use and oftentimes improve on them. He may learn in this way how to make convincing demonstrations and get the important selling points of the articles his store carries.

This plan enables the student to know the various objections offered by customers and plan to overcome them.

Many beginners have attracted the attention of their employers by making sales demonstrations, of which their employer has not thought them capable. They have learned to do this mainly by watching the other fellow and applying his methods.

Learning the Goods

The close observer finds many things about his goods which arouse his curiosity and cause him to ask questions which give important information. In many cases, the facts would not be obtained otherwise. There is no one in the average store who makes it a business to see that every man knows all the selling points on various goods. The student must dig the information up for himself.

He soon becomes a regular human question mark, storing away a fund of information that will, with the proper application of other fundamentals of salesmanship, make him the best business producer in the business.

Sales frequently hinge on an apparently foolish question. I can remember distinctly the loss of the sale of a range due to the fact that I could not tell the prospect why certain unused bolt holes were in the top.

Subsequently I learned these were prepared to take care of attachments, and was able to use the information to sell these attachments. In the case cited, the prospect's loss of interest and confidence in my ability was noticeable from the moment I could not give a ready answer to her question about the bolt holes.

What Other Stores Teach

The salesman must learn to be a close observer outside his own store, as well as in it.

As he has occasion to visit other stores, he can see the methods they use, and apply them if good.

He may also improve his time by observing their principal lines and learning the marked differences between them and the ones his store carries.

In the larger goods, such as ranges, heaters, vacuum sweepers and washing machines, he should observe closely enough to be able to visualize the article whenever he wishes.

This enables him to talk intelligently about these lines, when the subject is brought up by the prospect, and to point

out the features of his own line which are advantages over the other.

Many times these comparisons are made without mention of any competing line. The better salesman will not refer to a competitor's line, yet often, by contrast, he will tear the other man's argument to pieces.

A salesman selling a line of cast heaters used to spend much time on the advantages of cast iron over sheet metal. He never mentioned a competitor, but he had observed that all the other hardware stores in the town carried heaters with sheet metal bodies.

Concentration

One of the secrets in selling is to be able to keep the prospect's attention concentrated upon the article under advisement. No man is behind the counter long before he learns the danger of allowing any interruption to distract the attention of the customer.

Sometimes the distraction is due to a friend of the prospect stopping for a chat, at others the salesman is called away momentarily. In other cases, the prospect's mind wanders from the subject. This is the fault of the salesman. He is not making his demonstration in a way that holds the interest of his customer.

Losing Control of the Customer

Frequently, if the salesman will analyze these instances, he will find that his own mind began to wander before he lost control of the customer. It is hard for many men to concentrate. Subconsciously they are thinking of other things which are liable to usurp the place of the subject under discussion.

Ability to concentrate is valuable and should be cultivated. The man who finds it difficult to hold his thoughts on a given subject for any length of time he wishes should begin to remedy the defect at once.

Test yourself on reading matter. Are you able to read a page and know after you have finished what it contained? If not, it is due to the fact that you have not really had your mind on what you were reading.

Practise concentrating constantly. Select any subject you wish and force yourself to think constructively, or analytically, on it. The more this is done the easier the task becomes.

Many men have failed who would have been successes had they been able to concentrate. It is the mental stick-to-it-iveness that wins. The student of salesmanship should not neglect it.

Successful Convention of Boston Varnish Company

What will go down in Kyanize history as the most enthusiastic, most instructive and best attended sales convention ever held by the Boston Varnish Company took place at the plant on August 2, 3, 4, 5, 1920.

The arrangement of the program was of such a nature that interest never for a moment lagged. The new advertising plans which call for a more aggressive and far reaching series of magazine and trade-paper announcements than ever before in the history of this enterprising firm, backed by a much more formidable array of dealer-helps in the form of window displays, cut-outs, signs and mail campaigns—all brought forth applause from the men. New lines of merchandise were announced, together with the plans for launching them on the market, and these also inspired the hearty approval of every man present.

Further Enlightenment on Application of New Taxes

FURTHER enlightenment on the application of the taxes to certain articles sold through the hardware trade is given through a letter to Hardware and Metal from the Ass't. Deputy Minister of Inland Revenue as reproduced herewith. In regard to the question of refund taxes on returned goods, proof needed to establish whether canoes are used for trading purposes and thus exempt, as to canoe paddles and the possible exemption of toboggans and other means of conveyance used for commercial purposes, there has been some misunderstanding among the trade. Rulings have been outlined in another part of this issue, but the ruling given herewith is official and explains the matter more clearly than heretofore. The letter is as follows:—

Hardware and Metal,
Toronto.

Gentlemen:—In reply I may state that if adjustment is necessary in respect of luxury tax paid by a customer who purchases an article in a retail store, plus the tax, and then returns the goods later for a total refund, such adjustment will be made by application to the Department through the Collector of Inland Revenue for the division in which the tax was paid. Retailers are not authorized to take it out of their next tax remittance except in a case where goods are returned and articles of greater value are substituted therefor, in which case the retailer is required to collect from the customer the luxury tax upon the difference in value only.

As regards canoes used for trading or commercial purposes, I may state that if the purchaser will furnish the manufacturer, at the time of ordering, with an affidavit setting forth that the canoes being purchased are to be used for trading or commercial purposes only and specifying such purposes, the manufacturer will not be required to charge the manufacturer's tax at the time of sale of such canoe. If the tax has been paid to the Canadian manufacturer and the canoe is sold by the dealer to a person for trading or commercial purposes only, application for refund of the tax paid may be made to the Department. Such application must be supported by (1) Proof of payment of the tax, and (2) an affidavit setting forth that the canoe is being used for trading or commercial purposes and specifying such use.

Canoe paddles are subject to the payment of the 10 per cent. luxury tax when sold for consumption or use and no provision is made for exemption therefrom when sold for trading or any such purpose. No provision is made in the amendment to the Special War Revenue Act for exemption from payment of the luxury tax on toboggans used for toting purposes and such toboggans are subject to a tax of 10 per cent. on the total purchase price when sold at a price in excess of $3.

Arrangements for the use of stamps are not yet complete, but will be completed at an early date.

I am, gentlemen,

Yours very truly,
GEO. H. TAYLOR,
Asst. Deputy Minister, Inland Revenue.

Discovers Paint Pigment in Ontario

Oshawa, Ont.—A valuable paint pigment has been discovered in a mine north of Peterboro by Mr. Roy Marks, son of Mr. and Mrs. William Marks, Centre Street, Oshawa. The ore contains about 40 per cent. lead and it is said will have a great demand in the painting industry, where it will take the place of white lead. It can be ground fine and used in the manufacture of putty and cleansers. Mr. Marks has experimented extensively with the ore and also has had consultations with experts.

Events in the Trade

Business Changes

Clinton, Ont.—W. H. Davison has disposed of his hardware business to Messrs. Carless & Venner. Mr. Davison is retiring, due to ill health.

U.S. Rubber Co. Starts Plant in Welland

Welland.—The Joseph Stokes Rubber Co., of Trentor, N. J., manufacturers of hard rubber goods, have purchased a site of three acres adjoining the Grand Trunk Railway at Welland and will commence the erection of a Canadian works at once. The first unit for this new plant will be 65 feet by 160 feet, with separate power house and office. It is expected that manufacturing operations will be commenced by December 1, with a payroll of 100.

Steel Company of Canada Build Wire Fence Plant

Hamilton, Ont. — Erection of a wire fence plant is planned by the Steel Company of Canada at Hamilton. It is understood that approximately $250,000 will be involved in connection with this project.

Scrap Metals Tax Has Little Effect on Trade

American buyers of scrap metals who do considerable business with Canada think that the imposition of a new tax of 1 per cent. on all sales of scrap metal to manufacturers which was recently announced in the Dominion, will have little effect on this class of trade. The fact that most Canadian sellers insist upon being paid in American funds appears to be of far more consideration.

New Housing Concern Has Been Formed in Oshawa

Oshawa, Ont.—The Oshawa Improvements Company, Limited—a new incorporation under the Ontario Companies Act—with an authorized capital of $500,000 has just been organized by prominent local men for the purpose of carrying out an extensive home building program to meet the present and constantly growing needs of the factory help. The company has taken over four large sub-divisions within the town limits and one immediately adjoining, so that it is starting with an established business and to carry out its house-building plan is offering part of its 4½ per cent. cumulative preferred stock for public subscription with a bonus of 25 per cent. of common stock.

Western Ontario Notes

London. — Thomas H. Purdm, Jr., of the Purdm Hardware Co., London, returned Monday after spending three weeks in New York, Rochester and other Eastern points.

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The business block at Waterloo, Ont., occupied by Moore and Sons hardware has been purchased by William Moore, of Blyth, Ont.

* * * *

Harry Abel, of the John A. Brownlee hardware store at London, Ont., has left to spend two weeks' vacation on a motoring trip through Western Ontario.

* * * *

Tom Sills, the little son of Frank Sills, of Seaforth, Ont., had his leg fractured when he was knocked down and run over by a boy riding on a bicycle.

* * * *

George Steer, of the Purdom Hardware Co., London, Ont., is spending his vacation with friends at Sarnia.

* * * *

A. Rice & Sons, of Wyoming, Ont have just finished redecorating the front of their hardware store and made a most striking and attractive effect in white, with black trimmings.

* * * *

Walter Stokes is visiting at his home in Corunna, Ont., after having spent the past six years in Persia, directing important development work for the Anglo-Persian Oil Co., of London, Eng.

* * * *

Albert Brownlee leaves this week end to motor from London, Ont., to Atlantic City, where he will spend his vacation. As a result of the premises occupied by his hardware store having been put up for sale in order to wind up an estate, he is going into business with his father, J. A. Brownlee, on the Market Square, at London, Ont.

* * * *

James Cowan, president of the Cowan Hardware Co., London, returned Monday after having spent a most enjoyable vacation at Kincardine.

* * * *

Blake Jones, of the Cowan Hardware Co., London, has left for the north to spend two weeks fishing in the French River district.

* * * *

Charles McKerlie of the sales staff of the Cowan Hardware, London, has returned after spending two weeks with relatives at Guelph.

Pioneer Hardware Dealer of Brechin is Dead

Brechin.—A pioneer merchant of Brechin passed away in the person of Gilbert Gillespie, who died at Brechin August 9, in his seventy-second year. Mr. Gillespie was one of Brechin's oldest and most respected residents, carrying on a harness-hardware business for thirty-seven years. He interested himself in public and educational affairs, serving as a member of the School Board for over thirty years, and being one of the village trustees for a number of years.

About two months ago Mr. Gillespie had a severe attack of pneumonia, and about two weeks ago a second attack came on, which proved too much for his strength.

Company Changes Hands

Toronto, Ont.—A general meeting of the shareholders of the Oak Tire and Rubber Company, Limited, was held last week. By a two-thirds vote of the total stock issue the shareholders decided to pass a by-law that provided for the sale of the assets of the existing company to a recently incorporated company with the same name and object. There was no dissenting vote registered.

Obituary

Toronto. — Hadley Albert, hardware merchant, of Toronto, died on Wednesday, Aug. 18.

London, Ont.—The death occurred at London, Ont., on Sunday last of John McKenzie, father of Alex. McKenzie, hardware merchant at Moose Jaw, Sask. Mr. McKenzie was 77 years old and a veteran of the Civil War. He was one of the most prominent Orangemen in the district.

New Appointment for R.M.A. Secretary

W. C. Miller, secretary of the Retail Merchants' Association for the Province of Ontario, has been appointed Vice-Consul of Canada by the Minister of Foreign Affairs of Greece, with jurisdiction in the Province of Ontario. This is the first appointment of the kind. Mr. Miller has been advised that the British and Canadian Governments have been requested to recognize his appointment, and that he assumes office forthwith. All passports and other documents requiring consular attention in Ontario will now be looked after from Toronto.

Suspend Freight Pre-Payment Order

Pending Further Investigation Canadian Business Men Will Not Be Compelled to Carry Out Railways' Demand

Washington. — Regulations proposed by railroads requiring prepayment of freight charges on traffic to points in Canada were ordered suspended from August 18 to December 16, by the Interstate Commerce Commission, pending investigation.

Ottawa.—News of the suspension of the order of United States railways requiring the prepayment of freight on commodities consigned to Canadian points will have a welcome sound to Canadian business men and others who had complained to the Government here and also the Board of Railway Commissioners. The latter body took up the matter, and it is understood the situation was thoroughly gone into during the recent visit of the chairman to Washington.

Canadian business men protested that if they were required to prepay in the United States currency the freight rates on goods not only to the border, but also over Canadian lines to their destination, this meant a hardship to them in the present exchange conditions. The prepayment in American funds practically added from 14 per cent. to 15 per cent. to the cost of freight, and consequently to the cost of goods which had to be retailed in Canada.

In dollars and cents, the saving to Canadian buyers of goods from the United States will, it is stated, reach huge proportions, even during the period of suspension from Aug. 18 to Dec. 16.

Dominion Glass to Re-Open Plant

Montreal.—The Dominion Glass Co., Ltd., Montreal, will re-open its Delorimier Avenue plant early in September, according to an announcement made Hardware and Metal by M. M. Yuile, sales manager of the company. "This plant has been closed for about five years," said Mr. Yuile, "and we expect to start operations there again in September.

"We have also greatly increased our capacity at Redcliffe, Alberta, doubling our output there, and the capacity of our Toronto plant has been increased."

Asked as to the outlook for the fall trade in these lines, Mr. Yuile stated that he believed there would be a good trade in general lines. "We have been overtaking orders lately and look for greater improvement," he commented.

Montreal Steel Workers May Return

Mill hands and steel employees, who have been out on strike for some time in Montreal, are contemplating a return to their work. It is expected that all differences will be settled and the men will return to work.

Practically every steel company in this district has been forced through the action of the men to shut down some part of its plant, but it is now thought that the trouble is at an end and that conditions in the steel industry will return to normal by next week.

Picnic of 1,000 Steel Workers

Montreal.—Employees of the Canadian Steel Foundries, Limited, to the number of nearly one thousand, held their annual picnic on Saturday last. A special Grand Trunk train took them, with their families and friends, to Otterburn Park, on the Richelieu River, and this journey to and from the Longue Pointe plant vicinity proved very enjoyable. Sports and races of various kinds served to mark a pleasant day. This was the fifth annual picnic and was held under the auspices of the Canadian Steel and Foundries Social and Athletic Club.

Business Men and Telephone Rate Increase

Montreal.—As far as Montreal business interests are concerned the application of the Bell Telephone Company for increased rates will doubtless be met reasonably. What the applicant company will have to show is that they must have an increase, justified by increased costs to operate. If this can be shown the average business man, Hardware and Metal understands, will accept the burden of higher costs for both regular and long distance service.

Doubtless the frequent user of the service will have to face the music to the tune of greatly increased outlay. Logically, it would seem that there can be little real fault with such a plan, for it is a natural deduction that to that extent to which a service is employed in this relation must it be paid for.

Roll Tin Plate in Toronto

Toronto, Ont.—While being shown over the Baldwin plant at Ashbridge's Bay, Imperial Press delegates learned that tin plate will be rolled in Toronto in three weeks' time, with 100 mechanics trained in the industry, most of whom come from Wales. It is stated that as soon as the staff is organized 800 or 900 workmen will be employed. A considerable proportion of this number will come from Wales, because of the skilled nature of the work. When things are in full swing in a year or two it is estimated about 6,000 men will be employed.

Lucan Hardware Merchant is Preacher as Well

London, Ont.—George H. Stanley, hardware merchant at Lucan, Ont., has been assigned to preach for a month at Dundas Centre Methodist church. This congregation is one of the largest and wealthiest in the city and Mr. Stanley was honored by being asked to take the services not only in recognition of the splendid work he has done as a layman, but because of his ability as a speaker. The services on Sunday were very largely attended. Mr. Stanley chose as his subject, "The King's Sin and His Sorrow," based on the story of David and his son Absalom. He emphasized the point that health, wealth and strength will come if one does not fall in one's aims, always provided that the aims are in accord with God and one has faith in Him. He urged the importance of getting a good start, especially for young people, pointing out that in nine cases out of ten the person who does not start well does not end well.

Quebec Manufacturers Invite Ontario Visitors

Montreal. — At the meeting of the Quebec Canadian Manufacturers' Association here, it was decided to extend an invitation to the Ontario branch of the Canadian Manufacturers' Association to visit the Province of Quebec during next month in order to extend the Entente Cordiale between the two Provinces.

The party will be entertained at Sherbrooke, Three Rivers, Quebec and Montreal, and plans are under way for a tour covering many of the leading centres of the Province.

Retail Merchants Oppose Telephone Increases

Ottawa.—Affirming that the proposed increase in business rates which the Bell Telephone Company is applying for before the Railway Commission is unreasonable and excessive, and that the increase, if granted, would hit the retail trade harder than any other line of business, the retail merchants of Ottawa, at a special meeting of the local branch of the Retail Merchants' Association of Canada, under the chairmanship of Mr. A. J. Freiman, president of the Ottawa branch, voiced their opposition to the increase in unmistakable terms.

As a result of the meeting, the decision was reached to ask the Dominion Board of the Retail Merchants' Association of Canada to engage counsel and experts to look after the interests of the retail merchants from coast to coast when the Bell Telephone Company's application comes up before the Railway Commission. It was also decided to appoint a committee of the Ottawa branch to co-operate with Dominion Board of the Retail Merchants' Association in securing information bearing on the merits of the application and its effect on trade generally.

News of Western Canada

Tells How To Sell More Sporting Goods

R. Peden, Victoria, Says Salesman Should Have Experience in Handling Goods He Sells—Public Not Interested in Substitutes—Change Advertising Copy Regularly—Treat All Customers as Guests

THE hardware trade will be interterested in some views concerning the sale of sporting goods, as expressed to Hardware and Metal by R. Peden, Victoria, B. C. Discussing the merchandising of sporting goods, Mr. Peden said:

"For a man to sell any line of merchandise, he should be thoroughly familiar with it. I am very fond of fishing. It is necessary to know at least something about all kinds of conditions and all kinds of tackle, to make a real success of the tackle business. If a man asks for a certain kind of fly, there is nothing else he is interested in as a substitute. In most cases, in any sporting goods line, the buyer who knows what he wants could not be switched to another brand, if you cut the price in half. I have learned that it is poor business to attempt to substitute."

The Selling of Goods

This slogan has been responsible for Mr. Peden gathering around him a staff of salesmen who are very valuable to the customers, and, therefore, valuable to the business.

"I have one clerk, a new one," stated Mr. Peden, 'who does no fishing, because he doesn't like it. I'm sorry, but I have advised that clerk to get busy and learn something about fishing, or we will have to separate."

Until quite recently, Mr. Peden was the President of the Victoria Gun Club.

"Not because of the business one can get by joining organizations of this kind," said this dealer, "but for the first-hand information of what is needed."

"I would advise a man to go in for trap-shooting, if he proposes to sell trap-shooting supplies," he added.

Then there is tennis that can be encouraged—and the trade earned. Roller skates are advertised for the kiddies, and a little stock of repair parts carried, also football supplies and baseball and hockey supplies. Speaking of baseball bats, this merchant said: "In selling baseball bats, fishing rods and golf clubs, one can only sell from stock. These are three articles that the purchaser will not buy on description. He wants to get the 'feel' of the thing in his hand. He wants to test the weight, balance and flexibility, as the case may be, and a cut and description in a catalogue or folder will not suffice."

Newspaper Advertising

"I am the firmest believer in newspaper advertising," went on Mr. Peden, adding, "it sells goods for me; but here is a thing that cannot be stressed too much; change your copy every insertion. Make the reader look for your advertisement, knowing that he will see something different. Any time your customers say 'I know what his ad. will be,' your advertising is bound to fail.

"Whether I use a daily or a weekly, I would change the advertisement each issue. The man who is too busy to change his 'ad.' is working so hard with his hands that his brain doesn't earn anything; and if it's too much trouble, then he'd best stop serving customers at the counter, and give himself a lot more leisure."

On being asked by Hardware and Metal to outline a few policies that have contributed to the growth of this business, Mr. Peden said:

"One of the cardinal points for a merchant to remember is that the five-cent purchaser today may be the hundred-dollar customer tomorrow. Always take a youngster in his turn; it makes a great impression with him. His money talks just as loudly as a man's, and in a very few years the kid who buys ten cents' worth of fish-hooks to-day will soon be in the market for a thirty-five dollar rod, rubber boots and a rifle, tube skates and a safety razor, and numerous other things.

Last-Minute "Rusher"

"Another thing that a customer is keen to notice is this—if your door is open at two minutes to six, he's quite

(Continued on next page.)

How the upper section of the disp lay windows of the store front may be used to show bicycles is demonstrated in this picture of the store of R. Peden, Victoria, B. C. Mr. Peden believes in making the best possible use of all display space and linking up the windows with the daily advertisement to boost sales of sporting goods.

Encourage Iron Production in Canada

British Columbia Offering Encouragement for Establishment of Large Iron and Steel Industry on Pacific Coast in Way of Bounty. In case of 300 Ton Plant Would Mean About $1,000,000

BRITISH Columbia is offering encouragement for the establishing of an iron and steel industry on the Pacific coast and is offering a bounty for large interests to start operations there. The bounty now being offered by the Provincial Government for pig iron produced in British Columbia from local ores would mean, in the case of a 300-ton plant, about $1,000,000.

S. Fleming, of New York, president of the board of directors of the Canadian Collieries, Ltd., is still in the neighborhood of Vancouver investigating possibilities of manufacturing in and marketing iron and steel from that district. Mr. Fleming, together with a group of engineers and financial experts, has been in continual conference with Canadian officials on the merits of such an enterprise.

William Sloan, Canadian Minister of Mines, stated in a report:

"It is said that only the market question stands in the way of the establishment in British Columbia of an iron and steel industry. To my mind this should not be a stumbling block. If it is admitted, as it must be, that we have the magnetite ore and the necessary fluxes for the smelting of the same and the production of a high-grade of pig iron there is no further important problem facing those who would invest the capital needed for the launching of a moderately sized plant.

"The Canadian Collieries are better situated than any other corporation to undertake the enterprise. It is possessed of extensive coal fields on Vancouver Island, it has the coke ovens and also controls considerable iron ore-bearing areas."

Western Notes

Winnipeg, Man.—Richard Bros., sheet metal workers, have been succeeded by G. Grazden.

Winnipeg. — R. R. Kinread, 72-74 Princess Street, Winnipeg, has issued an attractive circular displaying his full line of halters and harness supplies.

Kelowna, B.C.—D. Leckie, hardware merchant, has just finished redecorating his store after a fire which occurred on May 28.

Hardware Store Burned in Morinville Fire

Morinville, Alta.—Morinville suffered severe losses when a recent fire completely wiped out one of the major business portions, destroying a hardware store, several offices, an auto supply warehouse, and the premises of the Royal Bank. The damage is estimated at $100,000 and is understood to be fairly well covered by insurance.

Britisher Joins Laboratory Force of Paint Company

Vancouver, B. C.—J. Carl Pendray, of Victoria, chairman of directors of the British-American Paint Co., was recently in this city interviewing Jordayne Cave-Brown-Cave, a well-known member of the Society of Chemical Industry, and for the past few years manager of one of the largest tar distilleries in England. Mr. Pendray has succeeded in securing the services of this gentleman for his firm, for the manufacture of additional lines.

Must Not Sell After Six O'clock

Winnipeg Merchants Are Not Permitted to Sell Hardware After Six o'Clock—Must Abide by Regulation

Merchants in Winnipeg will have to close their stores at six o'clock in the evening, and any effort to sell hardware after that hour will be contrary to the by-law.

Action by the city, is authorized by the Shops Regulation Act, passed by the Legislature in 1918. It prevents the sale of hardware after regular closing hours. The city delayed enforcement of the by-law to ascertain if some modification could be made whereby small stores would not be tied up completely.

J. H. Curle, secretary of the Retail Merchants' Association, headed a deputation that urged that protection be given the retail trades and that the city decline to permit stores to exploit the retail business.

According to the decision of the committee, stores must discontinue selling hardware if they wish to do business after six o'clock in the evening.

Appointment of Canadian Tariff Commission

The promised commission to revise the Canadian tariff has been appointed, and will begin sittings in Winnipeg on September 15. The commission will consist of Sir Henry Drayton, Minister of Finance (chairman); Hon. J. A. Calder, president of the Privy Council, and Senator Robertson, Minister of Labor. Following the initial meeting in Winnipeg the commission will proceed to British Columbia and take evidence on the Pacific coast. Evidence will subsequently be heard in all Provinces.

TELLS HOW TO SELL MORE SPORTING GOODS

(Continued from page 252.)

right in walking in and expecting service. How often does he get rushed into accepting something not quite satisfactory to him, and ushered to the door by a clerk who plainly shows that he would throw him out by the back of the neck if he could get away with it? I say that a customer in your store is a guest. Either your advertising, your window dressing, a friend's recommendation, or your past service has been responsible for him coming into your store and giving you an opportunity to submit your merchandise. Don't ever run away with the idea that you are doing him a favor to sell him. If he apologizes for coming in late, say that you have ample time to give him. If he doesn't, don't look as if he should; he doesn't need to. Your open door was an invitation which he accepted.

"I have decided, too, that the customer should be satisfied always. If he suggests a brand, he will most likely be best satisfied with what he asked for. If he asks your advice, give him what is the best—it will be the most satisfactory—and if two articles selling for the same price have different merit with different profit—give him the best. This scheme cannot fail in the long run—and that's what a merchant should figure on."

Folly of Under-Selling

To the customer who tries to get the five-dollar article for $4.75, and the standard-priced article at a reduction, the invariable answer of Mr. Peden, and all his staff, is: "If sound merchandising practice would let us sell that article for your price, we'd have marked it at that."

He believes, too, that it is folly for the boss to undersell his clerks. It humiliates them, and also leaves the customer with the feeling that there are several prices ruling on all things—the price depending on the man making the sale.

A razor sale at $4.75 is, perhaps, not as satisfactory as one at $5, and even the customer has a sneaking idea that if he had seemed more reluctant to buy he might have got what he wanted for $4.50.

Victoria, B.C.—It is reported that investigations with a view to the establishment of a big steel plant on the Pacific coast of Canada have been commenced by Mr. Henry S. Fleming, of New York, chairman of the board of directors of the Canadian Collieries, who has recently been visiting London, Paris and Brazil on business and is now at Victoria, B.C.

Newsy Notes From Here and There

Toronto.—D. A. Thomson, hardware merchant of Coronation, Alberta, was a visitor in Toronto last week.

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Toronto.—Robbers broke into Moles' hardware store, 534 Queen Street West, and stole $60 in cash and some cutlery.

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Perth, Ont.—Some days ago a cow visited town accompanied by Chas. Dodds and Alderman R. O. Brown. When passing the hardware store of James and Reid it quietly stepped in, took a tour around the show counters, and up and down the aisle a few times. The office staff looped the loop and Mrs. Cow departed apparently satisfied with her inspection.

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Montreal. — Mr. Cabana of the Buffalo Specialty Company called on the Montreal trade last week; The Consolidated Tool Works, Inc., 261 Broadway, N.Y., were represented this week in Montreal by F. V. Teller; Mr. Avery, of Henry Milward and Sons, Redditch, England, was in Montreal calling on the jobbing trade; John Richardson, Richardson and Bureau, Montreal, spent some days this week in calling on the Toronto jobbing trade; J. G. Lewis, Vice-President Lewis Bros., Limited, returned to Montreal after a brief vacation to outside points; W. Beverley Robinson, President B. & S. H. Thompson and Co., Ltd., Montreal, returned from an extended trip to the Old country; many travellers are off the road for a few weeks, as is usual at this season of the year, and a number have gone to out-of-town resorts for their vacation; W. S. Leslie, President A. C. Leslie and Co., Ltd., Montreal, returned on Tuesday from a trip of several weeks, spent in England and on the Continent; Roy C. Lewis, Sales Manager T. S. Simms and Company, Ltd., St. John, N. B., was in Montreal this week for a few days; Sidney M. Ward, Trade Sales Manager Canada Paint Company, is taking his vacation, and is enjoying a sail down the St. Lawrence via the Gaspe Coast; Archie T. Black, Manager of the Martin-Senour Company, returned to Montreal after spending several weeks at out-of-town points; J. W. Robertson, of the Dominion Glass Co., Ltd., Montreal, is at present on his vacation. W. S. McLennan, Sales Manager Brandram-Henderson, Ltd., is spending his vacation at Algonquin Park.

Hardware Letter Box

ACETYLENE MINERS' LAMPS

James S. Neill & Sons, Ltd., Fredericton, N.B.—We wish to get in touch with manufacturers of acetylene miners' lamps in Canada.

Answer.—The Hiram L. Piper Co., Ltd., Montreal, Que.; The Sudbury Construction and Machinery Co., Ltd., Sudbury, Ont., make acetylene lamps in Canada, and the following firms in the United States manufacture miners' acetylene lamps:

Justrite Manufacturing Co., Chicago, U.S.A.; Davis and Hemphill, Elkridge, Md., U.S.A.; John Simons Co., 110 Centre Street, New York, U.S.A.

CIDER PRESSES (HAND AND POWER)

The Rosebrugh Hardware, Tilbury, Ont.—Can you advise us where we can procure hand and power cider presses?

Answer.—The following firms make these: Hergott Bros., Mildmay, Ont.; W. R. Perrin, Ltd., Toronto, Ont.; The Boomer & Boschert Press Co., Ltd., Syracuse, N.Y., U.S.A.; P. P. Mast & Co., Springfield, O., U.S.A.; A. B. Farquhar Co., Ltd., York, Pa., U.S.A.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

1623. **Pumps, sanitary ware, agricultural machinery.**—A very old established firm in Genoa wishes to do business with Canada in the foregoing.

1584. **Electrical apparatus.** — A firm in Roumania desire to receive price lists and quotations as well as other particulars from Canadian firms in a position to export electrical apparatus.

1587. **Cranes, machinery, hardware, etc.**—A house in Turin, Italy, is willing to purchase the above in Canada.

1615. **Hardware, novelties, metals.** — A house in Naples wishes to hear from Canadian houses dealing in the foregoing articles.

1616. **Iron and steel goods, hardware, tools, etc.**—A Cape Town commission agent is seeking agencies for all of the lines mentioned above.

1608. **Hardware.** — A firm in Turin inquires for Canadian supplies of hardware.

1609. **Hardware.**—A firm in Rome wishes to buy hardware in Canada.

1610. **Hardware.** — A commission agency firm ask for correspondence from Canadian manufacturers who may want representation in South Africa on all lines of hardware and iron and steel goods for the ironmongery trade.

1611. **Hardware.**—A company at Arona, Italy, with branch offices at Milan, Genoa, Bologna and Turin, carrying on business in hardware, would be glad to do business with Canada.

1612. **Hardware.**—A Johannesburg manufacturers' agent is prepared to take up Canadian agencies in hardware lines.

1613. **Hardware.**—A very important Milanese firm state their desire to buy hardware in Canada.

1614. **Metals, hardware, etc.**—A firm in Cairo, Egypt, prepared to purchase some lines and handle others on commission, is desirous of getting into touch with Canadian manufacturers able to ship the following: wire nails, screws, bolts, locks, hinges, enamelware, copper and brass sheets, and hardware generally. Terms cash against documents.

1607. **Machinery, hardware, pumps, etc.**—A most important firm in Genoa is willing to consider offers from Canadian firms dealing in machinery, hardware, pumps, etc.

Catalogs and Booklets

FINDLAY BROS. CO.

Findlay Bros. Co., Ltd., Carleton Place, Ont., have sent out a copy of their new stove catalog just issued. The catalog is well got up in an attractive style and fully covers the well-known Favorite line of stoves, ranges and heaters manufactured by this firm. A good feature is the repair list with weights, by which the storekeeper is enabled to give his customer an idea of the cost of any repairs that may be needed.

The number of the catalog is 60 and readers of Hardware and Metal wishing a copy should write to above address.

TROPIC RANGES, CAMP RANGES AND HEATERS

An attractive 24-page catalogue has been issued by Adam Hall, Ltd., Peterborough, Ont., featuring various sizes of tropic ranges, lumberman ranges, camp heaters, hotel ranges. The catalogue is attractively illustrated, and copies will be sent to readers of Hardware and Metal upon request.

S. SMITH & SON

S. Smith & Son (M.A.), Limited, 179-185 Great Portland Street, London, W.1., has just issued a catalogue of motor accessories. This comprises speedometers, motor clocks, tank gauges, motor cycle watches, chronographs, carbureters, storage batteries, magnetos, switchboards, ampere meters, electric cables, electric horns, limousine lamps, motor lamps, and many other accessories and motor tools, including jacks, pliers, tool bags, etc.

The catalogue is illustrated with fine half-tones and is printed on heavy calendered stock. As an introduction to this catalogue cuts of the speedometer house, show rooms, and also of the works of this firm at Edgware Road, Cricklewood, are shown. Following this is a description of the plant in picture and in story. The company is now entering Canadian markets.

NEW LIST ON FIREARMS

Starke-Seybold, Ltd., Montreal, have issued a neat illustrated list on guns, rifles and pistols. This carries list prices, and any hardware merchant interested may procure copy by addressing the firm at 14 St. Peter street, Montreal.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THERE is still a considerable list of advances to record in the prices of many hardware lines this week, and though "Bradstreet's" says, "the trend of commodity prices is still downward," this can hardly be said of hardware goods, especially those of iron and steel. Among the lines advanced this week are well and cistern pumps, bale ties, knife handle wrenches, lawn mowers, grub hoes and pick mattocks.

Higher prices are also quoted on certain kinds of roofings, tarred felts and sheathings, upon cotton clothes lines, washboards and sandpaper.

Wire fence stretchers, horse muzzles, whiffletrees, electric toasters, grills and sad irons are also marked up. Brass and copper tubing and copper sheets have higher quotations.

Among the lines which have been revised downwards are leather boot soles and heels, and linseed oil and turpentine also have declined in price this week.

Business, in spite of this being the holiday season and usually dull, is reported very good.

The harvest is in full swing and even this does not affect trading in rural communities as it did, as with telephone and automobile the farmer is in close touch with nearby towns.

Manufacturers and dealers are optimistic regarding prospects for fall trade, and with a noted improvement during the past few days in railroad conditions in the U.S. better supplies of iron and steel and their products should be forthcoming. It is on these goods that the biggest shortage is felt and supplies of sheets, Canada plate, wrought pipe, iron and steel bars and wire and wire products, nails, etc., are badly needed as stocks are almost depleted.

Collections are said to be coming forward freely.

MONTREAL MARKETS

MONTREAL, August 19.—The third week of August finds the hardware jobbing trade busy and expectant. There is a decidedly optimistic note here regarding the outlook for fall trading, and if goods can be secured there will be a busy fall. Prices have been quite firmly maintained on most lines, and a number of important items show an advance, while there is but one single commodity showing an actual decline, that of tap soles and heels, these declining about 20 per cent. Advances have been made on various rivets. Eavetrough, conductor pipe and corrugated sheets are higher, while black sheets have advanced about one dollar per cwt. Pyrex glassware has advanced in price. Spring hinges are higher, wrapping paper, roofings of the prepared variety, building papers and sheathings are all higher. Wire products are scarce, and higher prices prevail on smooth galvanized wire. Cut and wire nails are very scarce and there is no likelihood of a decline on either. Genuine wrought iron pipe is slightly revised upward. Bright and brass jack chain have been marked up somewhat. Slates, cistern pumps, wash boards and brass and copper tubing and copper sheets have been marked higher. Stoves and ranges are very likely to be advanced, due to increased costs to the makers for coke and pig iron, and also for firebrick for linings. Firearms are selling well, and there has been an excellent demand for amumunition, manufacturers being besieged with orders from the trade. An excellent fall is expected, so encouraging are crop reports from all sections of the country. It would be more reassuring if goods were available more readily and in larger quantities.

Will be Difficult to Fill Pipe Orders

Montreal.

STOVE PIPES.—Manufacturers state that it will be very difficult to take care of the demands of the present season for stove pipes. The call from all parts of the country has been excessive, and manufacturers are bending every energy toward filling their customers' orders. There is a limitation on the amount of Canada plates that can be secured, and already some manufacturers are cutting up large sheets to make into stock, even at a loss. The outlook suggests that it will be well to conserve stocks in hand and not sacrifice them. Prices are bound to hold firm and may probably advance.

Eavestrough and Conductor Higher

Montreal.

EAVESTROUGH, CONDUCTOR PIPE.—Much higher prices are effective for eavestrough and conductor pipe. This is due to the dearth of raw material, and the present net prices at Montreal on eavestrough are as follows: Eight inch girth, per 100 feet, $8.65; 10 inch., $9.65; 12 inch, $11.45; 15 inch, $15.65.

CONDUCTOR PIPE is also higher in price: Two inch, selling at $10 per 100 feet; 3 inch, $12.15; 4 inch, $16, and 5 inch, $21.90. It is increasingly difficult to obtain the necessary sheets to make these products, but some encouragement may be given for those who want to buy after mid-September, manufacturers state.

New Net Prices Out on Corrugated Sheets

Montreal.

CORRUGATED SHEETS. — Higher prices have been made effective this week for corrugated sheets. These are selling at the following net prices: 28

gauge per square, $12; 28 guage, $12.75; 24 guage, $18.75; 22 guage, $22.25; 20 gauge, $26.50, and 18 gauge, $32.75. It will be noted that there is a great disparity in the price range, and this is doubtless due to the difficulty of obtaining certain gauges. The materials are very scarce.

Foreign Demand May Help Old Material

Montreal.

OLD MATERIAL.—Removement of old material has not taken on its usual Fall swing yet, but there is a fair movement. The outlook is better than it was and as soon as the Fall buying season opens dealers expect that prices paid by the mills will be satisfactory to them. There has been considerable inquiry from overseas of late, particularly for heavy machinery casts. If this continues it is likely to firm the market on this commodity.

Dealer's Buying Prices

Automobile tires	0 02½	0 03
Yellow brass	0 09	0 10
Red brass	0 16	0 17
Light brass	....	0 06½
Scrap zinc	....	0 06¼
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	30 00
Heavy melting steel	24 00	25 00
No. 2 busheling	10 00	12 00
Boiler plate	17 00	18 00

Lead Products Firm, With Steady Movement

Montreal.

LEAD PRODUCTS.—The movement of manufactured lead products to the trade has been satisfactory to manufacturers and jobbers, and this indicates that a considerable amount of building is in progress. In view of the fact that pig lead is holding on a high basis, prices are rather firm, and this fact, coupled with continued high wages, precludes the probability of prices becoming lower in the immediate future.

Lead pipe, per 100 lbs.	....	17 00
Lead waste, per 100 lbs.	....	18 00
Note.—Lead pipe is subject to a discount of 10%		
Lead traps and bends	List plus	30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	....	0 13¼
Do., 4 to 8 lbs. sq. ft.		0 13
Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.		
Solder, guaranteed, lb.		0 37½
Solder, strictly, lb.		0 35½
Solder, commercial		0 33
Solder, wiping, lb.		0 32¾
Solder wire (8 guage)—		
40-60		0 37½
40-55		0 39¾
50-50		0 42¼
Zinc sheets, casks		0 16½
Do., broken lots		0 17

Jobbers Cannot Get Nail Requirements

Montreal.

NAILS.—Jobbers state that they can only procure very small quantities of wire nails from the mills, and it is necessary to take frequent delivery. A continued shortage is manifest on all sides, and prices are very firm in view of the fact that production is so small at the present time. There has been no change during the week on either wire or cut nails, standard wire selling at $6.40 per keg and cut nails at $6.90, the latter price being fixed a week ago.

Fair But Seasonable Demand For Cordage

Montreal.

ROPE AND CORDAGE.—The movement of rope to trade channels is rather limited, but business is satisfactory for this season of the year. The price basis on various grades is unchanged, pure Manilla selling at 35½ cents per lb., New Zealand and British Manilla at 28 cents and sisal at 22½ cents.

Gasoline and Oil Firm at Advances

Montreal.

GASOLINE, COAL OIL.—The prices announced two weeks ago still obtain for coal oil, namely 31 to 33 cents per gallon according to grade. Motor grade gasoline is selling at 41 cents per gal., and prices range from this to 26½ cents for the better grades used for illuminating purposes. Regardless of the higher prices, the demands are very heavy.

High Prices to Rule Still on Fuel Oil

Montreal.

FUEL OIL.—The demand for fuel oil for manufacturers has continued active, although there has perhaps been a slight falling off within the last few weeks. Prices are firmly held at 21½ cents per gal., and it is difficult for the refiners to succeed in laying aside any surplus quantity.

Ware Lists Firm; Low Prices Improbable

Montreal.

VARIOUS WARES.—The movement in various wares to the trade continues satisfactory, and the outlook for a big business this fall is reported to be excellent. There is still some uncertainty as to whether manufacturers will be able to get ample supplies of steel sheets for manufacturing these goods. It would seem that there will be a shortage of raw material, and in view of this the trade would seem to be well advised to anticipate their requirements as early as possible.

Higher Prices Likely For Ranges and Heaters

Montreal.

STOVES, RANGES.—The movement of stoves and ranges and also of heaters to the trade will be active in a few weeks' time, and orders already in the hands of manufacturers will largely tax their capacity this fall. The difficulty of getting supplies is no small one and manufacturers have been faced this week with advances for brick linings for stoves, coke, and pig iron, the latter commodity advancing $4.00 per ton. It begins to look as though higher prices would be inevitable on stoves and ranges.

Glassware Moving; Outlook is Better

Montreal.

GLASSWARE.—Various glassware, including lantern globes, fruit jars, etc., seem to be available in average quantities and the outlook is a little better than it was a few weks ago. One manufacturer states that he will be turning out in larger quantities than usual in a few weeks, and the outlook for raw material is better than it was. Prices are holding quite firm on these lines, while certain advances have been made here and there.

Cooking Glassware Will Cost More Money

Montreal.

COOKING UTENSILS.—An advance of price has been made in "Pyrex" ware. This product is subject to a new resale list, now being issued to the trade but the discount is made still at 30 per cent.

Increased Prices For 1922 Lawn Mowers

Montreal.

LAWN MOWERS.—An advance has been made in the lawn mower list on supplies wanted for next season. Daisy Brand are now selling at 16 per cent. off the list, and Empress at the same discount. Star and Woodyatt are on the discount basis of 10 per cent. This is an approximate advance of from 10 to 15 per cent.

Range Boilers Steady With Undertone Firm

Montreal.

RANGE BOILERS.—There is a continued demand for range boilers of standard size and manufacturers have fortunately been able to take care of the demand quite well. Prices are holding steadily firm on all grades, and standard is selling still at $15.00 each, 30 gal. size and the extra heavy at $18 each.

Active Market Now For Various Firearms

Montreal.

FIREARMS.—Jobbing circles state that there is, and has for some time been, a decided activity in the sale of guns, rifles and pistols. Regardless of the high prices, plus the heavy tax imposed by the Budget, there seems to be a healthy request for these goods. Prices are holding very firm and no reductions have been made on any of the standard or special lines.

Big Movement Shells Reduces Stock Greatly

Montreal.

AMMUNITION.—While there has been a decided increase in the active

movement of various ammunition this season, the sale of loaded shells appears to have been greater than was looked for. Manufacturers state they are really much oversold and that this is a fact is borne out by the jobbers. First and early shipments appear to have been satisfactoriy made to the jobber, who, in turn, is now filling orders. If there is a continued movement this fall, repeat orders ought to be in early to avoid disappointment.

Fifteen-cent Basis For Wrapping Paper

Montreal.

WRAPPING PAPER.—The basis on kraft wrapping paper is now given as 15 cents a pound. This is an increase over previous prices ruling locally, although some have been quoting, Hardware and Metal understands, more favorably. The market is quite firm.

Increases Again Made on Papers and Roofing

Montreal.

BUILDING PAPERS, ROOFINGS.—Prices are higher on various building papers. Cyclone dry sheathing is quoted at $1.85 per roll and tarred at $1.95. Dry sheathing, ordinary grade, is priced at $1.50 and tarred at $1.70; Surprise sheathing, $1.55; heavy dry, per 100 lbs., $8.05, and tarred, $8.05; carpet felt, $9 per 100 lbs., and tarred felt, $6.05. Ready roofing, 2-ply, is $2.33 per roll, and 3-ply, $2.75. Common pitch is quoted at $1.30 per 100 lbs., coal tar $9 per bbl., refined coal tar, $10.25. Shingle varnish, $10.75, and roofing cement as follows: Barrels, per gallon, 60 cents; 4 and 5 gallon cans, per gall., 70 cents, and 1, 2 and 3 gall. cans, per gallon, 90 cents. Other changes are pending on both roofing and building papers of various grades.

Scarcity Iron Pipe; Slight Price Changes

Montreal.

IRON PIPE.—Slight advances have been made in the price of genuine wrought-iron pipe and there is a strong undertone to the market. This comes from a dearth of supplies aggravated through the scarcity of skelp. The regular selling sizes are naturally the most difficult to obtain, and the scarcity prevails in both black and galvanized grades. A slight revision was made in the prices applying on genuine wrought iron pipe, the demand being thrown upon this owing to the scarcity of the ordinary grade. The following quotations apply.

Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
1/8	$ 6.50	$ 8.50	$.....	$.....
1/4	5.31	7.41	5.91	8.01
3/8	5.31	7.41	5.91	8.01
1/2	7.10	8 63	7.95	9.48
3/4	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1 1/4	17.60	21.74	19.90	24.04
1 1/2	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2 1/2	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3 1/2	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2 1/2	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3 1/2	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4 1/2	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2 66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4 39	4.39	5.21

Some New Supplies Sheet Will Arrive

Montreal.

SHEETS AND PLATES.—It is expected that the sheet market will be somewhat improved through the arrival of English sheets which now promise to come to this market early in September. This will be encouraging to the trade, and while the receipt of tonnage will only increase gradually, the sign is encouraging. Prices still are firm and high and there is nothing to indicate that there will be any easing of the undertone for some time.

BLACK SHEETS—		
10 gauge		10 95
12 gauge		11 00
14 gauge		11 05
16 gauge		11 15
18-20 gauge		11 20
22-24 gauge		11 25
26 gauge		11 30
28 gauge		11 45
GALVANIZED SHEETS—		
U.S. Standard—		
10 3/4 gauge		13 00
28 gauge		12 60
26 gauge		11 25
22 to 24 gauge		12 05
20 gauge		12 05
18 gauge		12 05
16 gauge		10 75
English Standard—		
28 gauge	13 00	13 50
26 gauge	12 75	13 25
24 gauge	12 15	12 65
22 gauge	11 80	12 30
18 and 20 gauge	11 35	11 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

May be Some Time For Easier Bar Iron

Montreal.

IRON AND STEEL.—Mills are not delivering much bar iron or steel, and as a matter of fact the situation is getting worse rather than improving. Jobbers state that they cannot obtain necessary stocks of staple sizes of iron and steel and the demands this fall, from all accounts, will be active. Prices are firm, though unchanged.

IRON AND STEEL

Iron finish machinery steel		$5 05
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		5 50
Tire steel		5 20
Toe calk steel, per 100 lbs.............		5 90
Band steel		5 00
Harrow tooth steel		5 15
Mining tool steel, per lb.		0 24 1/2
Black diamond tool steel, per lb.		0 24 1/2
Black diamond cast steel, per lb.		0 24 1/2
Common bar iron, per 100 lbs.		4 65
Refined iron, per 100 lbs.		5 65
Mild steel		5 00

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Not Easy to Get Scoops For Fall

Montreal.

SCOOPS, ETC.—Owing to the scarcity of those gauges of sheets of which scoops are made, there is naturally a shortage of scoops for fall, and the jobbing trade reports that these lines may be somewhat scarcer when the active demand manifests itself. With a heavy grain crop in prospect it will be well to obtain one's needs for the fall trade according to advices just received. Prices are firm but unchanged.

Wire Products Scarce; Higher Bases Ruling

Montreal.

WIRE PRODUCTS.—In addition to the changes outlined in Hardware and Metal last week on hay wire there have been revisions as well on plain galvanized wire. This is based here as follows: No. 9, $6.40 per 100 lbs.; No. 12, $6.65. It is most difficult to obtain wire from the mills, and some look for still greater stringency this fall.

Jack Chain Higher Owing Change Discount

Montreal.

CHAIN.—An advance of price is registered on jack chain. This comes as a result of a change in the discount. Steel jack chain now carries list price, plus 45 per cent., and brass jack list, plus 35 per cent.

Prices Reduced on Leather Soles

Montreal.

LEATHER SOLES.—Prices are marked lower on various leather soles and on heels. The decrease is approximately 20 per cent. Soles are selling at these prices: No. 36, $4.45 per doz.; No. 37, $4.15; No. 37½, $2.55; No. 10, $7.35; No. 11, $6.10; No. 14, $3.35; No. 15, $2.80; No. 121, $4.55; No. 123, $4.20, and heels: No. 50, $1.80; No. 141, $1.15;, and No. 81, $1.20. This is due, of course, to recent softening of the leather market and perhaps the easing off of orders has had some effect.

School Slates Are on Higher Basis

Montreal.

SLATES.—Prices are revised upward on school slates. These quotations are made by the jobbing trade: 5 x 7, per doz., $1.15; 6 x 9, $1.60; 6½ x 10, $1.70; 7 x 11, $1.90; 8 x 12, $2.25, and 9 x 13, $2.75.

Cistern Pumps Are Costing More Money

Montreal.

CISTERN PUMPS.—Prices are marked up on some lines of cistern pumps. Pitcher spout pattern are quoted at 20 per cent. off list and closed spout at 10 per cent. off. Cottage force are selling, No. 6, at $7.75 each.

Rivet Lists Higher; Discounts Unchanged

Montreal.

RIVETS.—A new list of prices on standard rivets, copper belt rivets and burrs, tinners' and copper rivets, iron belt rivets and burrs, and also extras,

has been issued by the manufacturers. This list is effective as from August 9. The discount of 32½ per cent. is still effective, the list only being changed. List will be found in another column.

Screen Hinges Are Now Priced Higher

Montreal.

SCREEN DOOR HINGES.—Prices are higher on No. 20 screen door hinges. These are now quoted at $2.50 per dozen. The increase amounts approximately to 50 cents per dozen.

Another Advance Made for Some Washboards

Montreal.

WASHBOARDS. — Advances have again been made for washboards. This is definitely in accord with the tendencies forecast in Hardware and Metal for some time back. The scarcity of glass, the increasing basis for woodenware and continued high wages are contributory causes. "Supreme" zinc are quoted at $6.50 per dozen; "Competitor Globe," $5.90; heavy zinc, $7.25; "Surprise Toy," (zinc), $3; "Canuck" glass, $8.75, and "Enamel Queen," $9.50.

Big Brush Orders Absorb Much Stock

Montreal.

BRUSHES.—Manufacturers have been very busy this summer in executing orders placed with them. "We have more than we can handle, and orders are accumulating," said a Montreal manufacturer to Hardware and Metal. "There is not likely to be much relief this year in getting raw materials." Prices are very firm under these conditions, and there will probably be no relief in the way of price or of supply. China, according to latest advices, is supplying most of the bristle stock, Russia being counted out for the present. The season has been an active one, and doubtless the fall activity will be satisfactory.

Sheet Copper and Tubing Marked Up

Montreal.

COPPER SHEETS.—Tinned copper is holding on a stronger basis. For ordinary copper sheets tinned on one side the basis here is advanced to 48 cents a pound, and for polished and tinned 52 cents is the base price. Copper tubing is quoted at 50 cents a pound.

Canada Plates Will be Scarce This Fall

Montreal.

CANADA PLATES. — As already pointed out in previous issues, the scarcity of Canada plates has been very marked for some time. Some hoped that the dearth of supplies would be greatly relieved but there seems to be little promise now of relief coming this fall. Those who have secured their requirements may, according to importers of these products, consider themselves fortunate, and it would seem to be good advice to conserve supplies and to make no sacrifice of them. Prices are rather nominal, but range around $13.25 per box for 60 sheets, ordinary grade.

Little Feature Shown Throughout Ingot List

Montreal.

INGOT METALS.—Little change has manifested itself in the list during the past week, sales being limited and prices, with the exception of that on antimony, remaining unchanged. Some are disappointed that the yield of Canadian lead and copper is so limited this year. At the same time there is plenty available for present needs from outside sources.

LEAD.—English lead is procurable on a fair price basis, in fact it is stated that supplies from there can be secured for less money than from the States. Local basis holds at 10¼ cents.

TIN.—Very little fluctuation has been apparent in the London market, and with the feverish spread of price range removed there is a better tone. Sales are transacted at 56 to 57 cents per pound.

ANTIMONY.—This is the one ingot that shows change this week, the undertone being softer, with price reduced to 10 cents a pound.

COPPER.—Local business is not heavy. Quantities are available to meet present needs and prices are quite steady. For electrolytic 24½ cents per pound is quoted, and for casting 24 cents.

ALUMINUM.—Little interest centres around this. The movement is seasonable with quotations ranging from 37 to 39 cents according to quantity.

SPELTER.—A price of 10¾ cents still applies on this, and there is a steady though limited volume of business.

TORONTO MARKETS

TORONTO, August 19.—Business this week is said to be very good in nearly every line of hardware and despite the holiday season manufacturers and jobbers are well satisfied with amount of business done. Higher prices are noted, as usual, in quite a few lines with very few indications of any downward revisions.

Among the commodities on which higher quotations are given are pumps, excluding the semi-rotary type, iron rivets, cut nails, bale ties, mop wringers, pyrex ware, thumb latches, knife handled wrenches, crescent wrenches, cotton clothes lines, and some makes of washboards. Lawn mowers of Taylor Forbes make are also marked higher for next season while increased prices go into effect on some lines of sheathings, tarred felts and roofing. A great scarcity continues on sheets both black and galvanized and on Canada plates, iron pipe and pipe fittings and also wire goods and wire nails.

Leather soles and heels have been reduced in price about 15 per cent.

The ingot metal market is reported a little brisker and prices generally are sustained. Lower prices were in evidence on the English metal markets but have not reacted on the U.S. markets and it is said that steel men look for a long period of active demand and brisk industrial operations, with the railroads gradually absorbing a larger and larger share of the iron and steel output which will more than offset any decline in consumption of iron and steel products by the automotive industry or any other section of industry which may have been affected by the movement away from inflation and extravagance. If such is the case it does not look as if iron and steel products are likely to decline for some time.

Prices on Pumps Advance 15%

Toronto.

PUMPS.—All pumps of the Smart make with the exception of the Red Wing semi-rotary pump have been increased in price approximately 15 per cent. The higher cost of raw material and increased cost of production are the reasons for this. The rotary pumps remain at the same discount as formerly.

Stoves and Furnaces on Short List

Toronto.

STOVES AND FURNACES. — Manufacturers report a satisfactory amount of business in stoves and ranges, and notwithstanding the higher prices demanded now compared to a year ago, the stove manufacturers seem to be well pleased with the volume of sales, and the only thing they are worried over is how to fill all the orders. It seems as if it will be a case of "first come first served" again, and those who got their orders in early will have the best chance of getting the goods. The factories are beginning to ship the booked orders for heaters and ranges. The range that can be used for coal and wood and also gas is having a ready sale in towns and cities where gas is available. Furnaces look like being short, too, the production having been held up for want of material and the

foundries are away behind with their orders.

Compression Bibbs and Valves Prices Unchanged

Toronto.

VALVES AND BIBBS.—The demand for compression goods and valves continues good although it has dropped off this past week or two. No price change is reported or expected and stocks are fairly plentiful in comparison to some lines. The discount of the better known lines is given as follows:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Bath cocks, Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%

F.o.b. Toronto.

Stocks Light of Black and Galvanized Sheets

Toronto.

BLACK AND GALVANIZED SHEETS.—The situation in these has not improved any and both black and galvanized are reported very scarce. While the demand is not so heavy as it was, jobbers cannot fill the orders they receive and any supplies they may get from the mills do not remain very long on their hands. No change is recorded in prices, but it is recognized that quotations are largely nominal, and as an example a jobber instanced a case where a shipment of black sheets his firm sent out cost more than prevailing prices of the same gauge in galvanized.

The following are latest quotations:

BLACK SHEETS

14 gauge	$8 95
16 gauge	9 00
18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 65
3-16 inch plate	9 75
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$12 50	$12 00	$13 25
U.S. 28	11 45	12 70	11 45	12 85
U.S. 26	11 15	12 40	11 15	12 55
22 and 24	11 00	12 25	11 00	12 40
18 and 20	10 70	11 95	10 70	12 10
16	10 70	11 95	10 70	12 10
12 and 14	10 55	11 20	10 55	11 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Bar Iron and Steel Firm; Supplies Short

Toronto.

BAR IRON AND STEEL.—There is a continued report of short stocks of bar iron and steel, and men in the trade profess to be unable to foresee any improvement in sight according to reports; raw, semi-finished and finished materials are piling at the mills, but the greatest difficulty is getting cars to ship products. The fuel situation is still acute and a large number of mines are still idle. Prices of pig iron in the States have already begun to advance to take care of increased freight rates, and it is expected that local markets in iron and steel will shortly feel the effect.

Current quotations are unchanged, but higher prices may have to be paid in some cases.

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and lighter	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

New List on Black Iron Rivets

Toronto.

BLACK IRON RIVETS.—A new list is issued on iron rivets and becomes effective August 9th. The prices given are list price per pound in 200 lb. kegs. The discount remains unchanged. Copper belt rivets and burrs and iron belt rivets and burrs, tinned or copperplated, remain unaffected.

Revision on Bale Ties Approximately 5%

Toronto.

BALE TIES.—A new price is in effect on single bale ties, being an approximate advance of 5 per cent. The following are the new prices:

No. 12, $7.30; No. 13, $7.40; No. 13 1-2, $7.45; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90.

Rope Sales Good; Prices Firm and Unchanged

Toronto.

ROPE AND SASH CORD.—The demand for rope and cordage continues very good without change in prices. The demand for binder twine has slackened off as the season is well advanced. Sash cord continues to move well and the demand for cotton rope has been remarkably good. Prices remain unchanged and will be found on current market quotation pages.

Famine in Canada Plates; Market Cleaned Up

Toronto.

CANADA PLATE—Jobbers and dealers report an unprecedented shortage in these and scarcely any signs of improvement. Orders are away behind and it may be weeks yet before deliveries are made. In the meantime though no price change is announced, dealers have to offer increased premiums to obtain what little is available.

RIVETS—STANDARD HEADS ONLY

List Price Per Pound in 200-Lb. Kegs. List effective August 9, 1920

Size	Wire	6 to 3¾	3½ to 2½	2 to 1	⅞ and ¾	⅝ and ½	7-16	⅜	11-32	5-16	9-32	¼	7-32	3-16	5-32	⅛	3-32
	7-16	17	17	15	15½	16	17	18	19	20	20	..	..	..	..	..	..
	3-8	17	17	15	15½	16	17	18	19	20	20	..	..	..	..	..	..
	11-32	18½	17½	15½	16	16½	17	18	19	20	20	..	..	..	..	..	..
	5-16	18½	17½	15½	16	16½	18	18	19	20	20	..	..	..	..	..	..
	1	19	18	16	16½	17	19	19	19	20	20	..	..	..	..	..	..
9-32 or	2	19	18	16	16½	17	19	19	19	20	20	20	21	..	..	..	..
	3	19	18	16	16½	17	19	19	19	20	20	20	21	..	..	..	..
	1-4	19	18	16	16½	17	19	19	19	20	20	20	21	21	..	..	..
	4	22	20	17	17½	18	19	20	20	20	20	20	21	21	22	..	..
7-32 or	5	22	20	17	17½	18	20	20	20	21	22	22	23	23	24	24	25
	6	22	20	17	17½	18	20	21	21	22	22	23	24	25	25	25	26
	3-16	22	20	17	17½	18	20	21	21	22	22	23	24	25	26	27	28
	7	..	..	17	17½	19	20	21	21	22	22	23	24	25	26	27	28
5-32 or	8	..	..	18	18½	19	21	22	22	23	23	24	25	26	27	28	29
	9	..	..	19	19½	20	22	23	23	25	25	25	26	27	29	31	32
	10	..	..	20	20½	21	23	25	27	29	30	30	32	35	37	39	40
1-8 or	11	..	..	21	21½	22	26	29	30	32	33	33	35	39	42	44	47
	12	..	..	22	22½	23	28	31	32	34	36	37	38	43	47	52	57
3-32 or	13	..	..	26	26½	27	32	36	37	39	41	42	43	47	52	57	62
	14	..	..	28	28½	29	37	42	47	52	54	57	60	60	62	65	67

The following **Extras** are a part of the Rivet List:

100 Pound Kegs	add 1c. to List
50 Pound Boxes	add 3c. to List
25 Pound Boxes	add 4c. to List
5 or 10 Pound Packages	add 5c. to List
1 Pound Packages	add 8c. to List

The general list of Rivets as shown in the above List in regular Round, Flat, Wagon-box, Truss, Hame, Wheel, Cone Head or Countersunk, shall be considered as Standard.

Lengths other than Standard and Special Heads in quantities less than 100 lbs., prices on application, the following net extras apply:—75 to 100 lbs., 3c. per lb. 50 to 75 lbs., 4c. per lb. 25 to 50 lbs., 5c. per lb. 10 to 25 lbs., 10c. per lb. Less than 10 lbs., 25c. per lb.

Extra for Metallic or Wash Tinning, Copper or Brass Plating and Galvanizing. Prices on application.

Cut Nails Ruling Firm and Scarce

Toronto.

CUT NAILS.—There is a fair demand for cut nails and prices stay firm with no sign of any decline. The present quotation is $6.90 per keg of 100 lbs., f.o.b. Montreal. The extras for galvanizing nails are as follows: for 1 inch and over $4.00 per 100 lbs.; under 1 inch, $4.50 per 100 lbs.

Mobiloil Is Revised Upwards 10 Per Cent.

Toronto.

GARGOYLE MOBILOIL.—This grade of gas engine cylinder oil has been re-

vised and the following are latest prices:

Gargoyle Mobiloil, E and Arctic, $1.60; Gargoyle Mobiloil, B and Arctic, $1.95; Gargoyle Mobiloil, BB and Arctic, $1.90; Gargoyle Mobiloil, A and Arctic, $1.80. List less 15 per cent. on above.

Aluminum Coffee Percolators in Demand

Toronto.

ALUMINUM COFFEE PERCOLATORS, which have been very scarce for some time and hard to get, are again on the market and having a ready sale.

Prices quoted are $3.05 and $3.25.

Side Cutting Pliers Revised in Price

Toronto.

SIDE CUTTING PLIERS.—The new price on 8-inch side cutting slip joint pliers is now $7.00 dozen.

Higher Prices on Reliance Mop Wringers

Toronto.

MOP WRINGERS.—There has been an advance in the price of the Reliance All Steel Mop Wringers and they are now quoted at $5.00 in the small size and $5.70 in the large size.

Steel Thumb Latches Have Advanced in Price

Toronto.

STEEL THUMB LATCHES. — The new price on the No. 1 steel thumb latch is now $2.40 per dozen.

Knife Handle Wrenches Again Advanced

Toronto.

KNIFE HANDLED WRENCHES.—New prices on Whitman and Barnes make of knife handled agricultural wrenches are in effect.

The new net quotations are as follows: 8 inch, $18.00 per dozen; 10 in., $22.00 doz.; 12 in., $28.00 doz.; 15 in., $38.00 doz.; 18 in., $48.00 doz.; 21 in., $58.00 doz.

Revised Prices on Crescent Wrenches

Toronto.

CRESCENT WRENCHES.—This well known make of wrench has been revised in price upwards and the new quotations are for 6 in. $9.00 doz.; 8 inch, $11.00 and 10 in., $13.80 per doz.

Prices Unchanged on Lead and Zinc Products

Toronto.

LEAD AND ZINC PRODUCTS.—There has been little change to report on these lines this week and business is a little quiet. Prices are ruling firm, with the exception of solder, which shows signs of easiness.

Quotations on principal lines follow:

Lead pipe, list, per lb.	0 17
Lead waste pipe, list, per lb.	0 18
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 18
Cut sheets ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 43
Solder, strictly, lb.	0 35
Solder, commercial, lb.	0 33
Solder, guaranteed, lb.	0 39
Solder, wiping, lb.	0 33
Zinc sheets, per lb.	0 19

Trading in Waste Materials Dull

Toronto.

WASTE MATERIALS. — Business has been on the quiet side in waste materials though a slight improvement is noted. Prices rule unchanged from last week's quotations and are as follows:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
No. 1 machinery cast	33 00
Heavy melting steel	15 00
Heavy copper	0 17
Scrap zinc	0 06
Light brass	0 08
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 02½
Heavy lead pipe	0 05¾
Tea lead	0 03

Cotton Clothes Lines Advanced About 10%

Toronto.

COTTON CLOTHES LINES. — There has been an advance on cotton clothes lines and the new prices given below are approximately 10 per cent. higher.

New prices: 40 ft. lengths, $4.20 per doz.; 48 ft. lengths, $5.10 per doz.; 60 ft. lengths, $6.35 per doz.

Pyrex Ware Advanced in Price 20%

Toronto.

PYREX WARE.—New lists have been issued covering the whole line of Pyrex goods, which show an advance of approximately 20 per cent. The discount still remains as before, namely 30 per cent. off list.

Reduced Prices on Leather Soles and Heels

Toronto.

LEATHER SOLES AND HEELS. — Slight decreases have been made in leather tap soles and heels. New prices are about 10 per cent. less, and are as follows:

Soles: No. 121, $4.65 per doz. prs.; No. 122, $4.45 per doz.; No. 123, $4.30 per doz.; No. 37½, $2.60 per doz.; No. 31½, $3.40 per doz. Men's heels, 70 cents; Women's heels, 60 cents; Boys' heels, 65 cents.

10% Advance on Glass Washboards

Toronto.

WASHBOARDS. — Glass washboards have been advanced about 10 per cent. and are now selling at $8.75 per doz. Some other lines of washboards have also come in for revision, and new prices are: Baby Globe, $3.00 doz.; Enamel Queen, $9.50 doz.; Solid Rack Globe, $7.25 doz.; Supreme Zinc, $6.50 doz.

Wire Nails Unchanged, But Not Plentiful

Toronto.

WIRE NAILS. — There has been no change in the price of wire nails, but they continue to be scarce, and deliveries from the mills show no signs of improvement.

The price is quoted round $6.40 base for wire, and $7.35 for cut, F.O.B. Toronto.

New Prices on Lawn Mowers

Toronto.

LAWN MOWERS. — New prices which are considerably higher—as announced in these columns last week—are out for lawn mowers for next season, and the following are new quotations for the Brockville make:

Whippet, 3 blades—12 in., $7.65; 14 in., $8.35; 16 in., $8.95.

Model C, 4 blades—12 in., $10.50; 14 in., $11.05; 16 in., $11.60; 18 in., $12.05; 20 in., $13.10.

Model C, 5 blades—12 in., $10.90; 14 in., $11.40; 16 in., $11.95; 18 in., $12.40; 20 in., $13.45.

Bluebird, 4 blades—12 in., $12.25; 14 in., $12.85; 16 in., $13.45; 18 in., $14.10; 20 in., $14.45.

Bluebird, 5 blades—12 in., $12.90; 14 in., $13.50; 16 in., $14.10; 18 in., $14.70n 20 in., $15.25.

Model K, 3 blades—8 in., $8.90; 10 in., $9.30; 12 in., $9.50; 14 in., $10.10; 16 in., $10.50.

Model K 4 blades—8 in., $9.30; 10 in., $9.70; 12 in., $10.10; 14 in., $10.50; 16 in., $10.90; 18 in., $11.65.

Model K, 5 blades—8 in., $9.70; 10 in., $10.10; 12 in., $10.50; 14 in., $10.90; 16 in., $11.65; 18 in., $12.

Less 20%.

Genuine Stillson Wrenches Now Higher

Toronto.

STILLSON WRENCHES. — The genuine Stillson wrench now carries a discount of 20 per cent., and the Canadian pattern 25 per cent.

Wares in Demand; Prices Unchanged

Toronto.

WARES. — There is a good steady demand these days for all wares including enamelled, tin, aluminum and galvanized kitchen ware. Stocks are fairly low in manufacturers' hands and difficulty in getting supplies of raw material is hampering production. Prices continue unchanged and discounts are as in current quotation market pages.

Iron Pipe Scarce and Firm

Toronto.

WROUGHT IRON PIPE. — Both black and galvanized iron pipe are still scarce, especially the galvanized, and jobbers find it extremely difficult to cope with the business they are getting, although it is less now. Conditions at the mills do not seem to have improved any.

Prices are unchanged and are quoted from list No. 46, and will be found on current market pages.

Pipe Fittings Unchanged; Stocks Are Low

Toronto.

PIPE FITTINGS. — The demand is good for various kinds of pipe fittings, and jobbers find it hard to fill orders.

Many sizes are out of stock, and supplies are only coming round again slowly. Prices are as follows:

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅜-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2-in.	Plus 50%
Do., 2½-in. and larger	8%
Nipples, up to 4-in.	60%
Do., 4½-in. and larger	50%
Do., running thread, 4-in. and under	30%
Couplings, 4-in. and under	30%

MALLEABLE FITTINGS

Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Cotton Waste Unchanged and Firm

Toronto.

COTTON WASTE.—The demand for cotton waste continues to be good and stocks are fairly plentiful. Prices are unchanged, with little expectations of any variation. Current quotations as below.

WASTE	
Cream, Polishing	0 28
WHITE	
XXX	0 23
XX	0 21½
X	0 20
XC	0 18½
Japanese	0 17
XXX	0 24
XX, grad.	0 22½
XLCR	0 21
X Empire	0 19½
X Press	0 17½
X Special	0 15½
COLORED	
No. 1	0 18
No. 7	0 16
No. 1A	0 14½
No. 1B	0 12½
Fancy	0 19
Lion	0 17
Standard	0 15
Popular	0 13
Keen	0 11

Above lines subject to trade discount for quantity.

Papers and Tarred Felts Will Have Higher Price

Toronto.

SHEATHINGS AND TARRED FELTS.—An advance has been made in these products though the lists with new prices have not been issued at time of going to press. Increased cost of production and higher prices ruling on raw materials are said to be the cause of advance in prices.

More Demand for Ingot Metals; Prices Firm

Toronto.

INGOT METALS. — There has been a little brisker tone to the metal market this week and the general slowing up in these lines of the past few weeks seems to have been arrested.

TIN. — There appears to be considerable quantities of tin available and prices are firm around 56 cents per pound.

LEAD.—Slight advances appear to be the feature of the market in lead. Local quotations are at 10 cents.

SPELTER. — Continues unchanged at 10¾ cents, but is said to be somewhat easier.

ANTIMONY.—This continues featureless, with some declines, and is quoted at 10 cents.

COPPER. — An improvement is reported in some markets, while others are noted for dullness. The price quoted for casting copper is 24 cents per pound.

ALUMINUM. — This continues unchanged at 37 cents, and market is said to be rather featureless.

LONDON MARKETS

LONDON, August 19.—With the approach of fall hardware business is speeding up again and a good trade is reported by jobbers and merchants alike, during the past week.

The harvest is in full swing and a heavy demand for seasonable lines has been experienced. Many lines this week are advanced.

Higher prices are quoted on screen door hinges and sets. Sandpaper, apple parers, electric goods of the Canadian Beauty make, stove-pipe dampers, jack chain and motor stains. Lawn mowers and sap spiles for spring booking show an advance. A seasonable demand is reported on linseed oil and white lead. Collections are said to be excellent.

Nails Sales Large; Supplies Limited

London, Ont.

WIRE NAILS.—There is said to be a big demand for wire nails, but the supply is very limited and does not keep pace with the demand. No improvement in deliveries is noted or expected for a considerable period. Present quotations are for wire, $6.25 per keg base and $7.50 per cwt.

Linseed Oil Sale Seasonable; Unchanged

London, Ont.

LINSEED OIL.—The sale for linseed oil is reported to be good for the season of the year and prices are unchanged as follows:

Raw—1 to 2 bbls., $2.12 per gal.; 3 to 5 bbls., $2.11 per gal.; 6 to 9 bbls., $2.09 per gal.

Boiled—1 to 2 bbls., $2.15 gal.; 3 to 5 bbls., $2.14 gal.; 6 to 9 bbls., $2.12 per gal.

Less bbls., add 15 cents per gal.

No Change in Price of Turpentine

London, Ont.

TURPENTINE.—No change is recorded in the price of spirits of turpentine. Sales continue to be fair and quotations are: 1 bbl. lots, $2.65 gal.; 2 to 4 bbl. lots, $2.64 per gal.; 5 gallon lots, $2.80 per gal.

Harvest Goods Find Ready Sale

London, Ont.

HARVEST GOODS.—The demand for all lines of harvest goods has been brisk though naturally with the season so far advanced a slackening is noticed. Considerable quantities of repeat orders are being placed with jobbers. Prices are unchanged at 50 and 10 per cent. off list.

List Higher on Canadian Beauty Irons

London, Ont.

CANADIAN BEAUTY IRONS.—This make of electric iron has been advanced in price. The new list price is $8.00 and the discount being 27 per cent., the net price is now $5.84.

New Prices on Apple Parers

London, Ont.

APPLE PARERS.—A new advanced price is out on Little Star and Hudson apple parers and following are present quotations: Little Star, $15.00 doz.; Hudson, $20.00 per dozen.

15% Advance on Sand Paper

London, Ont.

SANDPAPER. — Higher quotations have been made on sandpaper, with approximate advance of 15 per cent. and the Baeder, Adamson and Star brands are now selling at net list.

Good Demand For Steel Wool

London, Ont.

STEEL WOOL.—The sale for steel wool is said to have been particularly good. Present quotations are as follows: Family size, $1.25 per dozen packets; 1 lb. packages, No. 0, 92c per lb.; 1 lb. packages, No. 1, 80c. per lb.; 1 lb. packages, No. 2, 65c per lb.

Electric Toasters Costing More

London, Ont.

ELECTRIC TOASTERS.—The Canadian Beauty make of electric toaster is now costing $5.84 net. The new list price is advanced from $7.50 to $8.00 with a discount of 27 per cent.

Canadian Beauty Electric Grills Advanced

London, Ont.

ELECTRIC GRILLS.—The electric grill of the Canadian Beauty make has been advanced $1.50. The new price list is $14.00 less 27 per cent. and net price is $10.22.

Advance in Steel Stove Pipe Dampers

London, Ont.

STOVE PIPE AND DAMPERS.—An

advance has been made in steel stove pipe dampers and new prices are: 6 in., $1.25 per doz.; 7 inch, $1.50 per doz.

Mortar Stain New Higher Price

London, Ont.

MORTAR STAINS.—New prices are effective on these as follows: Red, $2.00 per 100 lbs.; black, $3.80 per 100 lbs.

Steel and Brass Jack Chain Higher

London, Ont.

JACK CHAIN.—A new discount is out on steel and brass jack chain, which is approximately 10 per cent. higher. The discount on steel is list plus 45 per cent. and on brass list, plus 35 per cent.

New Higher Prices For Screen Door Hinges

London, Ont.

SCREEN DOOR HINGES.—New and higher prices are out for present and spring booking on screen door hinges and the new quotations are as follows: No. 20, $2.50 per doz. prs.; No. 50, double acting, $7.00 per doz. prs.; No. 2255, $3.85 per doz. sets.

Sap Spouts Higher For Spring Booking

London, Ont.

SAP SPOUTS.—Higher prices on sap spouts for next spring's booking are announced and are as follows: Eureka, $16.85 per 1,000 in case lots; smaller quantities, $1.75 per 100.

Big Advance in Lawn Mowers

London, Ont.

LAWN MOWERS.—A considerable advance in prices of from 15 to 25 per cent. is noted in new lists for the Taylor Forbes make of lawn mowers. This increase takes effect immediately, so that any orders for present delivery would be affected as well as those for next spring's booking.

Lists have not been changed, but new discounts are quoted.

New prices are as follows:

Daisy, 12 in., $8.25; 14 in., $9; 16 in., $9.70. Less 15%.

Empress, 14 in., $15.25; 16 in., $16; 18 in., $16.65; 20 in., $17.35. Less 15%.

Star, 14 in., $10.70; 16 in., $11.40. Less 10%.

Woodyatt, 14 in., $11.80; 16 in., $12.50; 18 in., $13.20; 20 in., $13.90. Less 10%.

Lower Prices on Leather Soles and Heels

London, Ont.

HALF SOLES AND HEELS.—Lower quotations are recorded for leather half soles and leather heels. The reduction is approximately 10 per cent. and the prices on some of the best sellers are given below:

Soles—No. 30½, Boys, $3.55 per dozen pieces; No. 31½, Boy's, $3.30; No. 37½, Ladies, $2.55; No. 43½, Misses, $2.05; No. 123 Men's, $4.20; No. 122, Men's, $4.35; No. 121, Men's, $4.55.

Heels—No. 80, Ladies, $1.20 per dozen pieces; No. 81, Ladies, $1.20; No. 52, Men's, $1.45; No. 51, Men's, $1.60.

New List on Iron Rivets; Price Higher

London, Ont.

IRON RIVETS.—A new list is in effect on iron rivets with price based on 200 lb. kegs. For 5 lb. kegs add 5 cents per pound to list and for 1 lb. pkgs. add 8 cents.

The new list will be found printed in another column.

Selling Price of Rope Unchanged

London, Ont.

ROPE.—There has been no change in the price of rope and the demand has been very good. The principal base prices are given herewith: Pure Manila, 35 1-2c.; Beaver Manila, 28c.; New Zealand hemp, 28c.; Sisal, 22 1-2c.

Window Glass Selling Firm and Unchanged

London, Ont.

WINDOW GLASS.—No price change is quoted on window glass and a fair demand for this product is being experienced. Stocks are only medium and discounts are as follows: single diamond, 15 per cent. off list; double diamond, 15 per cent. off list; cut lights, 40 per cent. off list.

Putty Moves Well, With Price Firm

London, Ont.

PUTTY.—The sale for putty continues to be good and no change in price is noted or seems likely at present. The scarcity of whiting has offset any reduction in the oil. Present quotations: Standard 100 lb. drums, $8.30 per 100 lbs.; standard 25 lb. irons, $8.55 per 100 lbs.; pure 100 lb. drums, $10.80 per 100 lbs.; pure 25 lb. irons, $11.05 per 100 lbs.

White Lead in Oil Good Seasonable Sale

London, Ont.

WHITE LEAD.—The demand for white lead in oil has been good, considering that at this season of the year the majority of the travellers are taking their holidays.

The product is holding firm with no change in prices looked for.

Quotations are as follows:

Pure—tons, $20.45; less tons, $20.80 per 100 lbs.; Elephant Brand, $20.95 in tons, less tons, $21.30 per 100 lbs.

WINNIPEG MARKETS

THE hardware trade for the past week throughout the Western Provinces has been very good. Past experience has evidently had some effect in regard to the dealers taking early delivery of their fall requirements as many booked orders for fall are being shipped out at this time. The fact that the harvest is now in full swing is reflected in the many orders being received for threshers' supplies and lines of hardware generally used at this season of the year. There is quite a noticeable movement in automobile tires and accessories. Builders' hardware and paints and varnishes are moving fairly well and there is also considerable demand for such lines as stove pipe, elbows, lanterns, etc.; as well as pipe and fittings of all kinds. As the fall season approaches it becomes more apparent that there is going to be an acute shortage of Canada plate and it is next to impossible to procure any of this material at all. The shortage of various materials is becoming quite marked in some quarters. Barbed wire manufacturers have advised that they will soon be unable to procure wood from which to make wooden spools for barb wire and before long wire will appear on the market reeled on steel spools.

A good many changes have been made this week in the prices of hardware commodities. In the majority of cases the price is marked higher. A slight reduction has been made in the price of solder. Grub hoes and grub mattocks have a higher price. Railroad and rock picks have also advanced quotations. Many lines of tools and builders' hardware have been marked up this week. Other lines such as Holstein cow bells, turn buckles, iron and steel horse shoes, wire stretchers, carriage whiffletrees, horse muzzles, horse blankets, ice tools, brooms, Pyrex ware, Canada plate, Heinisch shears, Belgian guns, McCullough tube skates, McGregor footballs, whiting, roofing pitch and some lines of brushes have all been revised upwards in price.

Crow-bars Advance in Price 15%

Winnipeg.

CROW-BARS. — The price on crow-bars has been advanced this week approximately 15 per cent. and they are now quoted at 12 1-2 cents per pound.

CLAW-BARS. — The price has also been advanced on claw-bars and this week's price is 16 cents per pound.

Grub Hoes and Mattocks Advance $1.00 Per Doz.

Winnipeg.

GRUB HOES.—The priec has been advanced on grub hoes, which are quoted now at $12.50 per dozen.

GRUB MATTOCKS.—The price on grub mattocks has also been advanced and today's price is $15.50 per dozen.

Pick Mattocks Revised Upwards in Price

Winnipeg.

PICK MATTOCKS.—All new shipments of mattocks are higher in price. This is on account of scarcity of raw material and also manufacturers have to pay more for same.

The price quoted this week for pick mattocks is $15.25 per dozen.

Turnbuckles Show Increase in Price

Winnipeg.

TURNBUCKLES. — The supply of this commodity is not any bigger than the demand and every shipment from the factory is a trifle higher in price than the one previous.

The following quotations are made this week: 1-2 inch, 66c.; 5-8 inch, 76c.; 3-4 inch, 96c.; 7-8 inch, $1.13; 1 inch, $1.33; 1 1-8 inch, $2.70; 1 1-4 inch, $3.00; 1 1-2 inch, $3.50.

New Higher Quotations on Wilcox Wire Stretchers

Winnipeg.

WIRE STRETCHERS.—A new quotation has been made on the price of Wilcox wire stretchers. No. 1 is now quoted at $22.00 per doz. and No. 2 at $37.50 per dozen.

Horse Muzzles Higher; Booked Orders Plentiful

Winnipeg.

HORSE MUZZLES.—Many orders are being received every day by the jobber for fall shipments of horse muzzles. Stocks are in fair shape at the present time, but will not last long if the demand of this week is kept up. The following prices are quoted: No. 4, $4.70 per dozen; No. 3, $3.30 per dozen; No. 11, $4.20 per dozen.

50% Advance in Butter Bowl Prices

Winnipeg.

BUTTER BOWLS.—The big advance in the price of butter bowls is due of course to the scarcity of all kinds of wood and the future looks none too good for further supplies of commodities that require special wood in their manufacturing.

The following prices are quoted on butter bowls this week: 13 inch, per doz., $9.60; 15 inch, per doz., $14.00; 17 inch, per doz., $24.00; 19 inch, per doz., $30.00; 21 inch, per doz., $36.00.

Big Demand For Wire Nails; Supplies Short

Winnipeg.

WIRE NAILS.—The demand is still very active with but little relief in view. It looks very much as if the market will be bare for the present season unless supplies become more plentiful.

The price is firm and the basis holds steady at $7.00 per keg.

Good Demand For Building Papers

Winnipeg.

BUILDING PAPERS.—Prices are firm on all lines of building, paper and roofing, and there is little hope for lower prices. The present demand is caused by the filling of back orders, and the manufacturers are still finding it difficult to procure raw material.

Stillson Wrenches Again Advance

Winnipeg.

STILLSON WRENCHES. — Higher prices have again been made on Stillson wrenches. The new quotations are approximately 7 1-2 per cent. higher than the old price. The discount for the Stillson pattern is 25 per cent. and the discount for the genuine Stillson is 20 per cent. off the list.

Stillson wrenches. List.—6 inch, each $2.00; 8 inch, each $2.25; 10 inch, each $2.50; 14 inch, each $3.50; 18 inch, each $5.00; 24 inch, each $7.25; 36 inch, each $13.50.

Higher Prices on Horse Shoes; Stocks Lower

Winnipeg.

HORSE SHOES.—Higher prices are quoted this week on iron horse shoes and not unlike other lines manufactured from iron the tendency is for higher prices and limited shipments from the factory.

The following prices are quoted today on iron horse shoes: Light and medium, Nos. 0 and 1, $9.60; No. 2 and larger, $9.35; snowshoes, Nos. 0 and 1, $9.85; No. 2 and larger, $9.70.

Canada Plate Costs More and Is Very Scarce

Winnipeg.

CANADA PLATE.—The future for Canada plate is serious. There is little or no stock and the price quoted today is not reliable as many say prices are paid in order to get any quantity to partly fill orders.

The following prices are quoted this week: Ordinary size, 18x21, per box, $13.25; 18x24, per box, $13.25; 20x28, per box, $13.50. Special Blued, size 18x21, per box, $14.00; 18x24, per box, $14.00; 20x28, per box, $14.25;

Solder Down 5 Cents Per Pound

Winnipeg.

SOLDER.—A revision has been made in the prices of metals and with the exception of solder, the prices have remained firm and the tendency is for higher quotations. Stocks of solder are good which is probably the reason for a lower price, and the demand is only fair.

Solder, strictly half and half, is quoted today at 43 cents per pound in case lots; in less than case lots, 44 cents per lb.; wiping solder in case lots, 35 cents per lb.; in less than case lots, 36 cents per pound.

PITTSBURGH MARKETS

PITTSBURGH, August 19.—In the general iron and steel market situation pig iron and coke occupy the centre of the stage. Steel products are quiet and merely show, on the whole, a slight declining tendency. Pig iron on the other hand has lately assumed a very aggressive attitude, with some furnacemen predicting much higher prices, and some sales being made at actual advances. It is true that other furnaces deprecate advances and state they will be the last to quote higher prices. The advances in pig iron, when made, have been based upon scarcity rather than upon volume of demand, while the common excuse of furnacemen has been the high price of Connellsville coke. For some time this excuse held good, or at any rate coke stayed at an altogether fancy price. Now, however, coke seems to be lined up for a decline. At the moment of this writing no actual decline is found in the market but in some quarters it is held that everything is set for a decline within a couple of days or so.

A tense situation is accordingly produced, with pig iron having assumed an advancing attitude, partly on account of coke, and coke now threatening to decline and remove this supporting factor.

In some quarters it is thought that the furnacemen who of late have been actively engaged in endeavoring to push the market upwards were doing so because they felt that while the pig iron market could not stay up for any length of time there was a combination of circumstances in which they could push the market up temporarily and make something out of the movement. If the market was about to decline some day it might as well decline from a higher as from a lower level. Some furnacemen do not agree with this reasoning and hold instead that if the market were held steady it would last longer than if it rode for a fall.

For some time past foundry iron has been quotable at $46, valley. For a fortnight or more predictions have been common that $50 iron was going to be seen shortly, and two merchant interests at least announced that their price was $50 and they would not sell until they got that price. One of the two has now succeeded, making a sale at $51, furnace, equivalent, considering the point of delivery, to about $50.50, valley. The quantity was 500 tons, for delivery

(Continued on page 265.)

Weekly Paint Markets

MONTREAL

MONTREAL, August 19.—Paint manufacturers generally are well pleased with the outlook for fall. Naturally there has not been a great deal of activity during the present month and travellers have been off the road for a few weeks. It is expected that by the first of September fall business will be looking up, when it will not take long in all probability for business to take on a good stride. Price tendencies are quite firm in all lines with the one exception of linseed oil, which is ruling easier although holding on the same price basis as last week. There is increased cost for most basic commodities, the general opinion being that lower prices will not become effective.

Lower Linseed Oil Possible in Few Weeks

Montreal.

LINSEED OIL.—With the arrival of regular supply of seed from the Argentine and elsewhere linseed oil has been plentiful of late and the price tendency has been downward. No definite change in the basis has been made since last week, raw selling at $1.85 per gallon on single barrel basis. Just whether this price will be superseded by a lower one is not clear at the moment, but some expect that lower prices will prevail within the next few weeks. The market quotations at this writing for flax is $5.10 per bushel and this price has been holding for the last week or ten days with a limited fluctuation.

	Imp. Gal.
Raw—	
1 to 4 barrels	1 85
3 to 4 barrels	....
Boiled—	
1 to 4 barrels	1 87½
3 to 4 barrels	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Lower Turpentine Prices in September

Montreal.

TURPENTINE. — Lower prices are likely to obtain on turpentine in the near future. Whether reductions will come within the next couple of weeks is not clear, but for September delivery the trade is expecting that from 25 to 30 cents per gallon will be lopped off the present price. This week's quotation remains at $2.60 per gallon. Active demand for the product has not been manifest for a long time and until the price reduces considerably it is doubtful whether there will be an active sale for turpentine.

	Imp. Gal.
Turpentine—	
Single barrels	2 60
Small lots	2 70

(Packages extra.)

Extension of Date on White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—The feature of the week has been that of a continuation of the present price basis on white lead in oil until December 15. It will be recalled that when last prices were made the date limit was September 15. The paint manufacturers find that paint lead is continuing to hold firmly, and, as a matter of fact to be higher in price in some respects than it has been for a long time. In view of this they do not see the possibility of prices being lowered and the date to which these prices will apply has just been extended for three months. Some expect that the market will hold firm and there is just a slight possibility that prices might be higher. Five-ton lots are based at $19.50 per 100 pounds, ton lots at $20, and smaller lots than tons at $20.35.

December Fifteenth Date For Putty Prices

Montreal.

PUTTY.—The present demand for putty is seasonable but there is not a heavy movement. The feature of the week is that of the extension of the price basis from September 15 to December 15, and this was ararnged during the past few days by jobbers. This means that unless something untoward or unexpected happens that present prices will prevail until December 15, but should occasion arise prices would be advanced. There is still a considerable scarcity of English whiting used in the manufacture of this product.

PUTTY—	5 ton	1 ton	ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Expect Maintenance Prepared Paint Basis

Montreal.

PREPARED PAINT.—The consensus of opinion seems to be that there will be no change in the basis for prepared paints this fall. The matter will doubtless be considered within a few weeks by the paint manufacturers, but in the meantime costs are soaring for various important raw materials such as white lead, and there has been a suggestion of a good increase in the prices to be paid for containers. In the meanwhile there has been no change notably and business is seasonably good.

Glass Available But May be Scarcer

Montreal.

GLASS.—While there is ample stock of glass at this writing, jobbers and importers feel that there will be no surplus this fall; there may be shortage. The discount on ordinary glass remains at 15 per cent., and the market is quite firm. With regard to delivery from Belgium, Hardware and Metal is informed by a large importer that it is altogether problematical whether supplies will come from there, and if they do come, to what extent they will be available. It is also uncertain as to what supplies will come from the United States. Lately, it is understood, certain tonnages of glass have been shipped into the United States from Canada.

Container Scarcity May Affect Varnishes

Montreal.

VARNISHES.—Prices on varnishes of many grades are high and tendencies are upward. The procuring of gums has been a rather difficult matter, and while linseed oil has been easing of late it is about the only product entering into varnishes that has eased away. Now that the can shortage is becoming more acute with a promise of higher prices, it may be that this will again reflect in higher prices being quoted on the varnish. The market undertone is firm.

Dry Colors and Colors in Oil Are Marked Up

Montreal.

COLORS.—Basic colors such as greens, yellows and reds are firmer and some have revised prices upward on dry colors and colors in oil. The undertone on most of these lines is firm and prices will likely be firm this fall on a number of the important colors which have been so much in demand that there is unlikely to be much surplus.

Whiting Very Scarce; More Could be Sold

Montreal.

WHITING.—Importers indicate that there is still a great shortage of English whiting. "We could dispose of much more were we able to obtain it," was the remark of a heavy importer to Hardware

and Metal this week. The difficulties in the way of securing the necessary quantities appear to be those of labor shortage more than any other single factor.

Bluestone Sales Big; Prices Show No Change

Montreal.

BLUESTONE.—While the retail trade is making few, if any, purchases of bluestone at this time, the manufacturers are now placing orders, and there is quite a heavy booking of the product. Prices are ruling steady, and about the same as they were a year ago. There appears to be plenty of the product available for manufacturing factors.

TORONTO

TORONTO, August 19.—Paints and varnishes and paint products have been moving out very well indeed, considering that this is the dullest month of the year from the manufacturer and jobber's point of view, being the month when the majority of the travellers are off the road taking their annual vacation. Very few changes are reported this week in paint markets. Most lines are holding firm with no indication of any radical change. White lead quotations for Ottawa are now the same as for Montreal instead of 25 cents per 100 lbs. higher as formerly. Lower quotations are out on linseed oil, which is selling at 17 cents per gallon less than last week. Turpentine is slightly easier and is quoted at a reduction of 5 cents below last week's prices. Larger supplies are on hand and that still lower prices may be expected is the opinion of many. Putty is holding firm and the base price for it and white lead is likely to hold for the fall. The prospect for fall business seems very good and the majority of the manufacturers seem to think that prices will remain firm. There is a pronounced shortage of cans and containers in the trade and conditions in that respect are no easier. Collections are good.

Putty Holding Firm; Sales Steady

Toronto.

PUTTY.—There is a fair demand for putty still, though naturally it is not large at this season of the year.

There is no change in price and with the cost of the ingredients holding firm it does not look as if there will be any alteration of any amount for the present.

Prices.—Bulk in bbls., $6.75 per 100 lbs. in ton lots; 100 lb. irons, $7.60; 25 lb. irons, $7.85; 1 and 3 lb. tins, $11.35.

White Lead in Oil Unchanged and Quieter

Toronto.

WHITE LEAD IN OIL.—A little less demand is shown for white lead in oil this week, but this is only to be expected with so many travellers away on their holidays. No change in prices is reported and last week's quotations hold good. A little change affecting Ottawa and district is noted. The price there was 25 cents per 100 lbs. advance on Montreal prices, but is now quoted the same as Montreal.

Local quotations are $20.35 per 100 lbs. in ton lots, for Government standard pure, with higher prices for smaller quantities, and $23.40 for B. B. genuine.

Prepared Paints; Output Steady

Toronto.

PAINTS AND VARNISHES.—Prepared paints and varnishes are moving out even better than is usual during what is regarded by paint manufacturers and jobbers as the slackest season of the year and they profess to be well satisfied with the amount of business done. No change in prices is recorded and the price of all raw materials is firm.

Cans and containers are said in some quarters to be scarce and supplies are not coming to hand as quickly as is necessary.

Some Dry Colors Have Upward Tendency

Toronto.

DRY COLORS.—A decided shortage in some grades of dry colors is reported with a tendency in certain colors towards higher prices. Advanced quotations are noted on pure chrome greens, which now sell from 50 to 56 cents per lb. and chrome yellow from 30 to 45c., while Brunswick greens are from two to three cents a lb. higher.

Steady Demand for Window Glass

Toronto.

WINDOW GLASS.—While the demand is not so very large for glass at the present time, it is said to be well over the average. Stocks are not heavy and no change is reported in the outlook for the fall season. The raw material question shows no signs of improvement at the time of writing.

Prices are unchanged with a discount of 15 per cent.

Shellacs Have a Weaker Tendency

Toronto.

SHELLAC.—There has been a continuation of a weaker tendency with regard to shellac. The demand has not been great, but prices are inclined to fluctuate somewhat.

Whiting Supplies Not Too Abundant

Toronto.

WHITING.—The demand for whiting continues to be fairly good and in view of the comparatively small arrivals producers are hard put to supply their customers to say nothing of accumulating any stocks. Prices are firm.

Linseed Oil Shows Further Decline

Toronto.

LINSEED OIL.—A further reduction in the price of linseed oil is noted this week, being a reduction of 17 cents on last week's prices. An easier tone is noted and larger supplies seem available. There appears to be an uncertainty of opinion as to whether this decline is likely to be maintained or not and present quotations are as follows:

Linseed Oil—	
1 to 2 barrels, gal.	2 00
3 to 5 barrels, gal.	1 99
10 barrels and over, gal.	1 97
Boiled.	
1 to 2 barrels, gal.	2 03
3 to 5 barrels, gal.	2 02
10 barrels and over, gal.	2 00

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Turpentine Shows a Slight Reduction

Toronto.

TURPENTINE. — While turpentine does not show so much change this week the tone of the market is slightly easier and a reduction of 5 cents per gallon over last week's prices is noted. Stocks are said to be slightly improved from the previous week. Quotations ruling are as follows: 1 bbl. lots, $2.60 per gal.; 2 to 4 bbl. lots, $2.59 per gal; less quantities, 5 gallon lots, $2.75.

PITTSBURGH MARKETS

(Continued from page 263.)

over the remainder of the year, and the buyer a New England foundry interest. It chances that the brand sold is a very well established one and the buyer might have paid the price asked on account of desiring that particular brand for the mix, so that the one transaction while interesting does not mark up the market as a whole.

In basic pig iron the curious situation is presented that over a week ago a sale of a good sized tonnage was reported at $48.50, valley, when the recognized market had been $46.50. It is alleged that the reputed buyer denied having made any purchase at any price. The market could hardly advance $2 without being active at the same time, yet since that report no sales at any price have been reported. In a normal market, if the sale reported made the market, other transactions should have followed by this time, and thus a very curious situation is presented. In some quarters "the market" on basic iron is regarded as $48.50, while in other quarters the market is still called $46.50.

In the case of Bessemer iron, which had been $47, valley, there have been some odd lots sold at this price in the past few days, while on the other hand one sale is reported at $50. The trade is decidedly puzzled as to where prices really do stand.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz.	$17 50
No. 2, doz.	17 60
No. 3, doz.	19 80
No. 4, doz.	21 56
No. 5, doz.	23 76
No. 6, doz.	26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	52/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 00
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3, HEADS, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS Dozen

Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER Gross

Satinette	$24 00
Nu-Way	21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS Per Doz.

Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto London.

COBBLER SETS

Common, per set	$0 93
No. 3, per doz.	11 25

CLOTHES LINE REELS Doz. net

No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz.

No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 46
Plain Tinned, 16 oz. and heavier, lb.....	0 48	....
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb.	0 50	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....

Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........	$0.45	19/32......	$1.20
6/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer. Nov. 1, 1899.	60 %
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	4 00
Bi-Treadle, each	9 75
40-100 lbs., 2" to 3" face	3 25
Larger, 24" to 36" dia.	3 50
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9.00
No. 33	10 70
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE Doz.

Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to ? lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal 13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand. Toronto, in 22 gauge, 24 gauge and 26 gauge

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.50
Common plated, 6 lbs. and up	.....
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$16 50
Lightning	15 00
Heath's	15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$15 00
Do., Japd.	15 00
Long Globe, plain	15 00
Do., Japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	....	1 20
Cold blast	1 00	1 15

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.

Cold blast, genuine ruby 5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	3 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
Momentum	20 25
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	26 00
Patriot	23 00
Jubilee	12 30
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer		$16 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 30
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K ...Plus	10%
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.25.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per 100 lbs., $12.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

Less 10%.

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 40

Above prices net.

	Gallon
Black oil (summer)	0 30
Black oil (winter)	0 30½
Imperial Kerosene tractor	1 35
Capital, cylinder	0 94½
Machine oil, regular grades	0 54½
Imperial gas engine oil...	0 59
Paraffine	0 38

List, less 15% on above.

Polarine Oil, list	1 35
Polarine Oil, heavy, list..	1 35
Polarine A, list	1 35
Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle Mobiloil, A	180

List, less 15% on above.

Fuel oil, bbls., net	0 20
Fuel oil, tank cars, net....	0 18

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	**0 38**
No. 1 Italian	**0 44**
No. 2 Italian	**0 36**

F.o.b. **Toronto, Montreal.**

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor....	$1 65	
Dry Fibre, No. 2, Anchor....	1 25	
Tarred Fibre, Anchor, No. 1.	1 75	
Tarred Fibre, Anchor, No. 2.	1 45	
Surprise Fibre	1 30	
"Stag" Sheathing	1 30	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 70	
Cyclone (dry)	1 65	
Cyclone (tarred)	1 75	
Joliette (sheathing)	1 25	
Joliette (tarred)	1 40	
Monarch Sheathing (per 100 lbs.), white....	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.		9 00
Straw, sheathing, heavy, dry, cwt.	7 75	
Do., tarred, per cwt.	7 75	
Spruce Sheathing, 36 in. and 72 in. rolls, per cwt.	8 75	10 50

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—

	Montreal	Toronto
5 to 6 lbs., doz....	12 50	11 90
6 to 7 lbs., doz....	13 50	13 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 25 to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings...	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 30

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal, Montreal, Toronto

Do., 60 sheets	13 25	....
Ordinary, 52 sheets..	$13 00	....

PLATES, COKE, TIN

	Tor.	Mont.
	Per box	
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 75	2 75
Everlastic, 3 ply	3 20	3 20
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 60	2 55
Panamoid, 3 ply	3 05	2 95
Red Star, 2 ply	2 13	2 18
Red Star, 3 ply	2 55	2 60
Liquid roofing coating, per gal., in bbls...	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	9 25	9 50
Coal Tar (crude)	8 00	8 25

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis ...	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis ..	50
Hemp, tarred ratline basis ..	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 92
Do., ¼ in. and up	0 90

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket....	7 30
165—5 ft., Cotton Pocket....	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star standpaper 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 60
Discount 10/5%.		

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.

00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 50
20 gauge ...	.....	11 05
18 and 20 ga.	11 60	.....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPOUTS, SAP

Eureka, per M. $16 85

STANDS, WASHTUB

Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)

Bright $6 65
Galvd. 7 65

STOVES

Oil Burning Cooking List each
Perfection No. 32, 2-burner..$25 50

STRETCHERS, CURTAIN—

Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount

Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings ....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Ppright, with rack 6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List

No. 525, each $9 50
No. 830, each 10 50
No. 630, each 13 50
Hot Blast ....Plus 10%
Discount 30% off list.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)

O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 add 25% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.... $3 50
Jump, No. 1 .... 3 70
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.

500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb. $1 04
Cones, 3-ply, lb. 1 00
Do., 4-ply, lb. ....

VALVES AND COCKS

Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 30%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath Cocks—Compression ... 25%
Flatway stop and waste cocks Standard 25%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, stand. add 10%
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard ....add 5%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves

Gate Valves ....Net list
Regrinding Valves ......Plus 7½%
Swing Check Valves .....Plus 15%
Compodisk Valves ....Plus 7½%

WARES, ETC.

Britannic, advance 55%.
Scotch Grey Ware, 45%.
Colonial, 15%.
Imperial Ware, 15%.
Pearl, 15%.
Premier, list, plus 17½%.
Canada Ware, list, plus 17½%.
Crescent, 45%.
Diamond, plus 17½%.
White Ware, 35%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 40%.
Stamped Ware, retinned, 33 1-3%.
Copper Bottoms, plus 35%.
Tinners' Trimmings, plain, 40%.
Tinners' Trimmings, retinned, 33 1-3%.
Tinners' Trimmings, general, list. plus 33 1-3%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 75%.
Cream Cans, list, plus 40%.
Railroad Cans, list, plus 33 1-3%.
Sheet Iron Ware, list, plus 45%.
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 80%.
Fry Pans, Acme, 10%.
Fry Pans, Quick Meal, plus 25%.
Spiders, steel, plus 25%.
Fire Shovels, japanned, list, plus 45%.
Steel Sinks, galv'zed, list plus 35%.
Steel Sinks, painted, list plus 35%.
Light Galv. Pails and Tubs, list plus 45%.
Heavy Galv. Pails and Tubs, list plus 35%.
Hollow ware, add 30%.
Garbage Pails, list, plus 30%.
Jap. Coal Hods, list, plus 60%.
Galv. Coal Hods, list, plus 75%.
Paper Lined Boards, 20%.
Wood-lined Boards, 5%.
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 75%.
don and St. Marys.
Stove Pipe Elbows, black and galv.,

list, plus 45%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%. f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs..	$5 10	$5 60	$7 00
Section, ½ lb.. per 100 lbs..	5 50	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 90	6 00

WHEELBARROWS

Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal. Toronto, London

WIRE PRODUCTS

Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 [illegible]
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 25
Galvanized price on application.

Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18 .... $10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern; 20% on genuine.

WRINGERS, CLOTHES

Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E......... 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 102 00
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 127 00
Bicycle 115 00
Safety 103 50
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-
Stove Pipe Thimbles, 40%.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb.	tins
Venetian red	0 25	
Indian red	0 36	
Chrome yellow, pure	0 55	
Golden ochre, pure	0 34	
French spruce ochre, pure	0 29	
Greens, pure	0 34	
Siennas	0 36	
Umbers	0 36	
Ultramarine blue	0 60	
Prussian blue	1 20	
Chinese blue	1 20	
Drop black	0 39	
Ivory black	0 40	
Signwriters' black, pure	0 41	
Lampblack	0 41	
Marine black, 25-lb. irons	0 20	

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 90

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS
ZZinc coated, 18c 1-lb. packages. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal	4.50- 7.00

F.o.b. Montreal, Toronto

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—

	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—

Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	10 75
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$8 25	7 50
Gal. jugs	8 75	8 00

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	$8 25	$9 50
Coal Tar, crude	7 00	8 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 49
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 16
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 75
Johnson's	0 75
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Gilders, bolted, in bbls.	3 25

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$3 75

F.o.b. Montreal Toronto London.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.
Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%,
Agricultural or No. 1 leather belting, 6½-10-10% off list.
Standard, 6½-10% off list. Extra 6½%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots $54 00
5,000 ft. lots 55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT Per 100 lbs.

16 oz. $5 25
20 oz. 6 75

CHAIN

Coil, 3-16 in., $19; ¼-in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10: 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50: ½ in., $13.72; tie-out, 25 per cent.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45: B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.
Hand, No. 0, $9.00; No. 1, $9.00: No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 ....$10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot $4 50
100 foot 8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.
8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH

Eavetrough, per 100 ft., $7.60; 10 in., $8.33; 12 in., $9.68; 15 in., $13.50.
[Co]nductor pipe 2 in., per 100 ft., $9.23; 3 in., $11.25; 4 in., $14.40; 5 in., $19.80.

ENAMELWARE

See Wares.

FILES

Globe ....Discount 50%
Nicholson Gen........Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under ...	45%

FRY PANS Each

Cast iron, No. 8.......... $1 05
No. 9.......... 1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz.

Cold Blast $1 20
Short 1 20
Genuine Ruby 5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs...........	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.
Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.
Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....
Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.
Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.
Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40 :12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	3-ply	Multiped (Per 100 ft.)
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED Apollo and "Fleur Premier de Lis"

10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.
Mrs. Potts' No. 55, set $2 00
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.63 dozen. Mrs. Potts' improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $15 00
Lightning 15 00

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 30c; 36 to 40, 33c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING Each

Dowswell ....$ 9 55
New Century 16 30
Canadian 9 55

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 8 50	$ 9 00
Empress		11 00	11 50
Daisy		6 60	6 85
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.50 base; Winnipeg, $7.00. Cut, f.o.b. Winnipeg, $7.65.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in...........	$6 61
30 in...........	8 98
36 in...........	10 50

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 85
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Buttweld, Steel

Per 100 ft. Blk.	Blk.	Galv.
⅛ in.	$ 6 17	$ 8 64
¼ in.	5 76	8 10
⅜ in.	5 90	8 24
½ in.	7 88	9 59
¾ in.	9 77	12 06
1 in.	14 40	17 82
1¼ in.	19 53	24 12
1½ in.	23 40	28 80
2 in.	31 50	38 84
2½ in.	50 94	63 00
3 in.	66 60	82 80
3½ in.	84 60	103 50
4 in.	99 90	122 40
4½ in.	119 25	146 70
5 in.	139 05	171 00
6 in.	180 00	222 30

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 85
No. 158, gal. 5" wheel	5 72

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. t' ...	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in., ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	148 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H. & N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette. gal.	$4 00
Stephens' Exalite. gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 35-5-2% discount.

Colonial Imperial, Pearl, 6-2% discount.

Premier, Canada, Diamond, plus 25%.

Whitewear, 25-5-2%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 20-10-7½-2½% discount.

Stamped Ware, retinned, 15-10-5-2% discount.

Pieced Tinware, ordinary, list, plus 75%.

Pieced Tinware, copper bottoms, list plus 95%.

Sheetiron Ware, list plus 57½%.

Light Galvanized Pails, plus 57½%.

Tubs—
Light, plus 57½%.
Heavy, 47½%.
Pails and Tubs, plus 57½%.

Jap. Coal Hods, list plus 72½%.

Galvanized Coal Hods, list plus 67½%.

WASHERS—

Size	Case lots	Less
3/16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5/16 in.	18 10	18 60
⅜ in.	16 75	17 25
7/16 in.	15 70	16 20
½ in.	15 10	15 60
9/16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30

WASTE

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$5 75
Solid	5 50

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls, $8.75 per 100 sq. ft.; in 50-foot rolls, $8.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
16-inch	18 45
Perfect Handle—	
6 inch	15 [illegible]
8 inch	17 [illegible]
10 inch	.....
12 inch	.....
16 inch	.....
18 inch	.....

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 50
8 inch	....	1 69
10 inch	1 81	1 88
14 inch	2 50	2 68
18 inch	3 63	3 75
24 inch	5 25	5 44
36 inch	....	10 13

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

JAMIESON'S

PAINT AND VARNISHES

TRADE MARK

"Save the surface and you save all" *Paint & Varnish*

Sell Consumer Satisfaction

Crown and Anchor Brand Prepared Paints and Varnishes insure that consumer satisfaction which brings repeat orders year after year for all requisites in the paint and varnish line to the store that stocks this product so well known for quality results.

On the sure foundation of Crown and Anchor Brand, doubt is eliminated, decision and purchase immediate, selling argument superfluous and the ultimate objective—"consumer satisfaction"—is reached.

Selling Jamieson's Prepared Paints and Varnishes means selling consumer satisfaction.

Write for attractive Agency Proposition.

R. C. Jamieson & Co., Ltd.

Calgary **Montreal, Can.** **Vancouver**

Established 1858

Owning and operating P. D. Dods Co., Ltd.

One half a century of experience guarantees the quality of our product.

MARTIN 100% PURE

"Save the surface and you save all" *Paint & Varnish*

Made to One Uniform Standard—*The Highest*

Only the finest quality Paint or Varnish is to be found in Martin-Senour cans.

Pure ingredients and scientific manufacturing methods created the Martin-Senour standard of Paint Quality—known in every Canadian community where Paint or Varnish is used.

Martin-Senour Dealer Agents are reaping the benefit of this popularity. Quality Paint and Varnishes, backed by carefully conceived sales promotion plans—this is the combination that makes the M. S. Agency worth while

Hardware dealers that carry the Martin-Senour line are generally the most prosperous in their community. There is good reason for this.

Let us send you particulars of our Exclusive Dealer-Agent Plan and details of the experience of other merchants.

The **MARTIN-SENOUR** *Co.*

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO MONTREAL WINNIPEG

HALIFAX · LINCOLN · TORONTO

SENOUR PAINT & VARNISHES

MADE IN CANADA

TRADE ELASTICA MARK. PRODUCTS

"Save the surface and you save all" *Paint & Varnish*

THE COMPLETE LINE

Everywhere in Canada the Elastica Trade Mark is recognized as a stamp of quality in Paints and Varnishes.

Elastica Products sell—and their quality keeps them sold.

A **complete** line of Paints and Varnishes backed by a solid reputation and made more saleable by our hearty co-operation in the matter of consumer advertising and intelligent dealer selling helps.

Your Paint Department is what you make it. Elastica Products will enable you to make it productive of bigger things—more customers—increased sales—better profits. For this reason, we think you will be interested in the Elastica Agency Proposition. May we send you full particulars?

INTERNATIONAL VARNISH CO. LIMITED.

VANCOUVER HALIFAX TORONTO MONTREAL WINNIPEG

Figure

THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S., LONDON, ENG.

It Up Now!

HAVE the past season's results in your paint department convinced you that you are handling the best line of paints and varnishes on the market?

Have you had the volume of sales you anticipated? And do your paint profits measure up to the figure you expected?

If not, **now** is the time to remedy matters. Very many dealers have discovered through experience that the Sherwin-Williams Agency is the surest means of securing the maximum results in Paint and Varnish selling.

For the Sherwin-Williams Agency means Quality Paints and Varnishes and is an assurance of that hearty co-operation with the dealer which makes selling easy and good profits certain. Sherwin-Williams Quality is known everywhere —like the Product itself "It Covers the Earth."

Full particulars of this agency offer will be mailed you on request. Write us about it to-day and see how whole heartedly we'll co-operate with you in making **next** season a record breaker in your paint department.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S., LONDON, ENG.

The Power of the Paint Brush

The Dealer who carries B-H Products has a tried and trusted weapon of defence against every form of natural deterioration and decay.

Every structure, whether of wood or metal, will show, in time, the inevitable effect of wear and tear, and to counteract these elements there is a recognized and reliable surface-saver.

The general public is being educated on all sides that to paint is to preserve as well as to beautify and a larger demand is the natural outcome.

Write for the B-H Agency Proposition

BRANDRAM

MONTREAL, HALIFAX, St JOHN, TORONTO, WINNIPEG

B-H Quality Sells Itself

The widespread publicity which we ourselves give to all B-H Products would avail us nothing were it not for the wonderful quality which goes into every can bearing our name.

A high-quality paint means a host of satisfied customers, so that, B-H Quality is really the actual selling force and the Dealer's Store is the distributing point.

Do you get your share of the profits on this ever-increasing volume of business?

If not—

Write for the B-H Agency Proposition.

HENDERSON LIMITED

MEDICINE HAT, CALGARY, EDMONTON, VANCOUVER

If interested tear out this page and place with letters to be answered.

If interested tear out this page and place with letters to be answered.

Livingston Brand

"THE KIND YOUR GRANDFATHER USED"

Linseed Oil

It's history in brief

IT was in the Autumn of 1864 when the late founder of this Company crushed the first flax seed and began the manufacture of what was then known as Baden Oil and, what was almost as important, J. & J. Livingston's Oil Cake Meal.

For several years the Livingston farm produced all the seed that was used, for the main industry then was linen making, but as the country developed and the demand for oil became greater the tables turned until today the manufacture of the oil is paramount and vast quantities of seed are brought in from different parts of Canada and, in fact, other parts of the globe.

In the interests of the Eastern trade, plants were erected in 1899 in Montreal and have since become an important factor in the supplying of oil to Quebec and the Maritime Provinces.

In 1918 our Winnipeg plant was opened and is now in full operation serving the Western portion of Canada.

The same high standard is maintained in all our plants, the name Livingston means the same to the Westerner as to the Easterner. **It represents the best in Linseed Oil.**

The Blue Barrel is the Outward Mark of Inward Quality

ORDER FROM YOUR JOBBER

If interested, tear out this page and keep with letters to be answered.

Where *and* from whom you can buy—

WHOLESALERS

(Including Manufacturers)

ONTARIO

Ault & Wiborg Co., Ltd. ..... Toronto
Canadian Oil Co.'s, Ltd. ..... Toronto
Flint Varnish & Color Co., Ltd. ..... Toronto
Glidden Varnish Co., Ltd. ..... Toronto
E. Harris Co., Ltd. ..... Toronto
Imperial Varnish & Color Co., Ltd. ..... Toronto
Lowe Bros., Limited ..... Toronto
A. Muirhead Co., Ltd. ..... Toronto
Benjamin Moore & Co., Ltd. ..... Toronto
J. H. Morin & Co. ..... Toronto
Sanderson Pearcy & Co., Ltd. ..... Toronto
Penfound Varnish Co. ..... Toronto
A. Ramsay & Son Co. ..... Toronto
Stewart & Wood ..... Toronto
Bond Hardware Co., Ltd. ..... Guelph
Berry Bros., Ltd... Walkerville
Dominion Paint Works, Ltd. ..... Walkerville
Cochrane Hardware Ltd. ..... Sudbury, Sault Ste. Marie, North Bay, Copper Cliff
Hobbs Hardware Co., Ltd... ..... London
D. H. Howden & Co., Ltd... ..... London
James Langmuir & Co., Ltd. ..... Oakville
Northern Varnish Co., Ltd. ..... Owen Sound
Ottawa Paint Wks,. ..Ottawa
Peterboro Hardware Co., Ltd. ..... Peterboro
Pratt & Lambert, Inc., . Bridgeburg
Scarfe & Co., ... Brantford
Standard Paint & Varnish Co., Ltd. ..... Windsor
Whites Limited ..... Collingwood
Wood, Alexander & James ..... Hamilton

QUEBEC

Harman Young Co., Reg'd. ..... Quebec
Wm. Doyle Reg'd. ..... Quebec
Jos. E. Lemieux Reg'd. ..... Quebec
Chinic Hardware Co. ..... Quebec
Terreau & Racine Reg'd. ..... Quebec
Samson & Filion ..... Quebec
La Cie Martineau ..... Quebec
J. S. Mitchell & Co. ..... Sherbrooke
La Cie Godere & Fils, Ltee. ..... Sherbrooke
Gaudet & Fils ..... Victoriaville
Cryille Labelle & Cie .... Sorel and Three Rivers
Lewis Bros., Ltd. ... Montreal
Letang Hardware Co., Ltd. ..... Montreal
L. H. Hebert & Cie, Ltd. ..... Montreal
A. Prud'homme & Fils, Ltd. .. .. Montreal
Letourneux Fils & Cie. ..... Montreal
C. A. Sharpe, Ltd. ..... Montreal
A. Ramsay & Son Co., Montreal
R. C. Jamieson & Co., Ltd. ..... Montreal
Mt. Royal Color & Varnish Co., Ltd... ..... Montreal
Holland Varnish Co., Ltd. ..... Montreal
J. W. Jamieson & Co., Ltd. Montreal

Mills :

BADEN **MONTREAL** **WINNIPEG**

Livingston Brand

"THE KIND YOUR GRANDFATHER USED"

Linseed Oil

WHOLESALERS

(Including Manufacturers)

McArthur Irwin Ltd. ..... Montreal
North American Oil Co. ..... Montreal
Canadian Oil Co.'s, Ltd. ..... Montreal
Imperial Oil Ltd. ..... Montreal
British-American Oil Co., Ltd. ..... Montreal
Starke Seybold Ltd. ..... Montreal
Caverhill, Learmont & Co. ..... Montreal
Frothingham & Workman, Ltd. ..... Montreal
Jas. Wilson & Co., Ltd. ..... Montreal

NEW BRUNSWICK

Robertson, Foster & Smith, Ltd.. St. John, N.B.
W. H. Thorne Co., Ltd. ..... St. John, N.B.
Emerson & Fisher, Ltd. ..... St. John, N.B.
T. McAvity & Sons, Ltd. ..... St. John, N.B.
S. Hayward Co., Ltd. ..... St. John, N.B.
Sumner Co. .... Moncton, N.B.
R. Chestnut & Sons ..... Fredericton, N.B.
Jas. S. Neill & Sons, Ltd. .... Fredericton, N.B.

NOVA SCOTIA

Wm. Robertson & Son ..... Halifax, N.S.
Wm. Stairs, Son & Morrow, Ltd. ..... Halifax, N.S.
Crowell Bros. ... Halifax, N.S.
Imperial Oil Ltd.. Halifax, N.S.
Dunlap Bros. & Co., Ltd. Amherst, N.S.
Douglas & Co., Ltd. .... Amherst, N.S.
E. K. Spinney .... Yarmouth, N.S.
J. F. Creaser Co., Ltd. La Have, N.S.
Thompson & Sutherland ..... New Glasgow, N.S.

PRINCE EDWARD ISLAND

Fennell & Chandler ..... Charlottetown, P.E.I.
Crabbe Hardware Co. .... Charlottetown, P.E.I.
A. Rogers Hdw. Co., Ltd.... Charlottetown, P.E.I.
Brace McKay & Co., Ltd..... Summerside, P.E.I.
R. T. Holman, Ltd..... Summerside, P.E.I.

MANITOBA

Benjamin Moore & Co., Ltd.,.. Winnipeg, Man.
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Man.
Marshall, Wells Co., Ltd..... Winnipeg, Man.
Western Paint Co..... Winnipeg, Man.
G. F. Stephens Co., Ltd..... Winnipeg, Man.
The Glidden Co., Ltd..... Winnipeg, Man.
Winnipeg Paint and Glass Co., Winnipeg, Man.
Wood, Vallance Co., Ltd..... Winnipeg, Man.
Canadian Oil Companies, Ltd.. ..... Winnipeg, Man.
Prairie City Oil Co., Ltd..... ..... Winnipeg, Man.

SASKATCHEWAN

The J. H. Ashdown Hdwe. Co... ..... Saskatoon
Lynch, Parker, Plews,.. Regina

ALBERTA

R. C. Jamieson Co., Ltd. Calgary
C. L. Snowdon..... Calgary
Edmonton Paint and Glass Co., Ltd. ... Edmonton
Marshell - Wells Co., Ltd. .. Edmonton

BR. COLUMBIA

R. C. Jamieson Co., Ltd. .. Vancouver
The Crown Paint Co. ... Vancouver
McLennan, McFelly Co. Ltd. Vancouver
Ramsay & Son Co., of B.C. Vancouver
The Staneland Co., Ltd..... Victoria

Sales Offices:

TORONTO MONTREAL WINNIPEG VANCOUVER
HALIFAX CHARLOTTETOWN

Livingston Brand

"THE KIND YOUR GRANDFATHER USED"

Linseed Oil

The why of its quality

DATING back to the early sixties the one prevailing idea of the originator of Livingston Brand Linseed Products was to produce the best.

With the passing of the years this idea has been kept in the foreground until today Livingston Products stand in a class by themselves—the standard by which all others are judged.

There are two products—Linseed Oil and its by-product, Oil Cake Meal. Both are recognized by the trade as the finest produced. The reason is this:

In crushing, only the finest seed is used and both products are given consideration during the process. The more oil that is taken from the seed naturally the less will be left in the Oil Cake Meal.

There's a point in crushing when the substance extracted shows a very high percentage of mucilaginous matter which when left in the by-product adds immensely to its value as a fattener, but, when allowed into the oil, lowers its quality to the same degree. This is the point where Livingston Brand Products are different from others.

We take the lowest percentage of mucilaginous matter from the seed. This is why both Livingston products are recognized by the trade as the standard of quality. This is why painters insist on Livingston, known to them as Baden Oil, when they have a particular job to do. This is why manufacturers use Livingston Brand oil in their high grade paints and varnishes.

The Blue Barrel is the Outward Mark of Inward Quality

Insist on Livingston Brand oil and retain the good will of your customers.

Order from your Jobber.

A SANITARY
SANI-FLAT
FLAT OIL PAINT

SIGN OF MERIT
BEST B&M Co MADE

700 Square Feet
of Surface

can be covered by 1 gallon of Sani-Flat, the ideal paint for all interior painting.

Sani-flat is absolutely non-poisonous, as it contains no lead and is especially adapted for walls where a soft velvet finish is desired. It works easily and sets slowly, showing no laps or brush marks and is of great body and covering qualities, two coats covering perfectly. Non-changeable, the White positively will not turn yellow with age. Washable and can be cleaned with water without injury, and presents a perfect undercoat for enamel.

Only properly prepared and treated oil is used as a binder.

The dealer will find Sani-Flat a profitable line to sell. It assures new business and repeat sales. Write for more details.

Write To-day for Attractive Agency Plan
You Will Be Interested

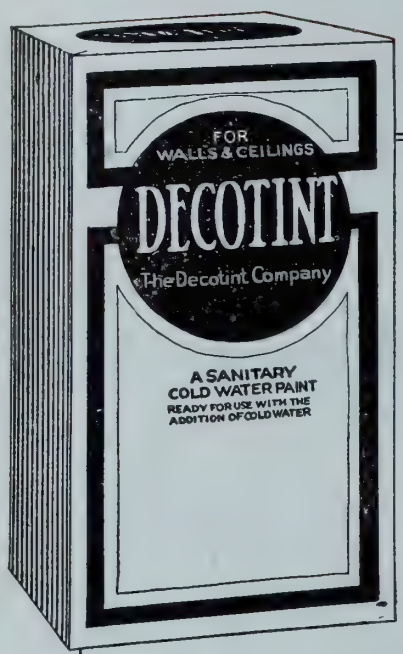
Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco

Toronto

If interested, tear out this page and keep with letters to be answered.

DECOTINT

The Sanitary Cold Water Paint for Walls and Ceilings



INEXPENSIVE, artistic and sanitary, DECOTINT is an ideal medium for the permanent decoration of all interior wall surfaces.

Made in twenty-two delicate colors, from among which it is an easy matter to select the right combination for the interior walls and ceilings of residences, halls, clubs, schools and public buildings.

DECOTINT advertising, to appear throughout the spring months in all widely read Canadian publications, will promote the demand for this superior wall paint. By ordering your DECOTINT stocks now, you will be in a position to reap the benefit of this publicity.

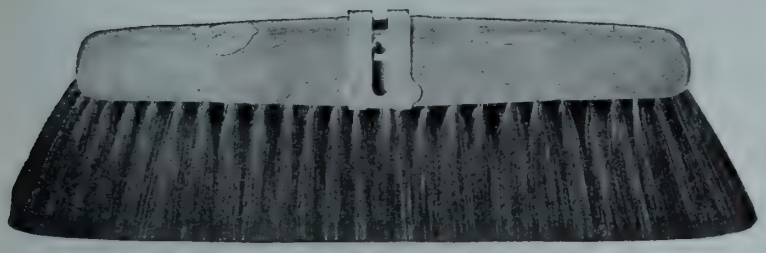
Place your order without delay for DECOTINT and the other Blue Label household specialties listed below—

DECO-TINT PRODUCTS

HAT BRITE—The best hat enamel made.
DECO-WAX—the wax polish for floors, furniture, autos, etc.
METAL BRITE—Metal Polish.
POLISH-OL—auto and furniture polish.
STOVE PIPE ENAMEL and SHOE HEEL ENAMEL

The DECO-TINT COMPANY

MONTREAL



BOECKH'S

Adjustable Screw Lock Handle for Carpet or Floor Brooms

A labor-saving handle that you'll be proud to sell. It exactly fills the need that housewives have for an adjustable handle. Consequently, it makes good sales for merchants. It is readily adjustable for the tall or short person or for sweeping under furniture, in odd corners, etc. The position of the handle is altered simply by loosening and tightening the "screw lock." The handle should always be screwed tight.

By changing the handle from one side to the other every week, the life of the broom is materially lengthened, and the sweeping surface is kept even. The broom should not rest on end when not in use nor be used in water.

Boeckh's brushes are well established. People have liked them since 1856. These friends of Boeckh's brushes are looking for your store when they go out to buy Boeckh's brushes. Don't let them pass your store in search of a Boeckh dealer—display Boeckh's brushes well.

Every Brush Guaranteed

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

GLIDDEN

PAINTS – VARNISHES – COLORS – INSECTICIDES

Everywhere on Everything

—big jobs and little ones too

Wherever there is need for paint, wherever there are surfaces to be varnished, wherever there are materials to be protected or articles to be decorated, there is a Glidden product that will supply that need.

The name Glidden is assurance of the highest type of paint quality. It is assurance of continuous demand and frequent turnover. It is a guarantee of prompt delivery, satisfactory service and a steady stream of profit. This name can be made a very real asset to you. To be known as the Glidden Dealer gives you reputation of increasing value each year.

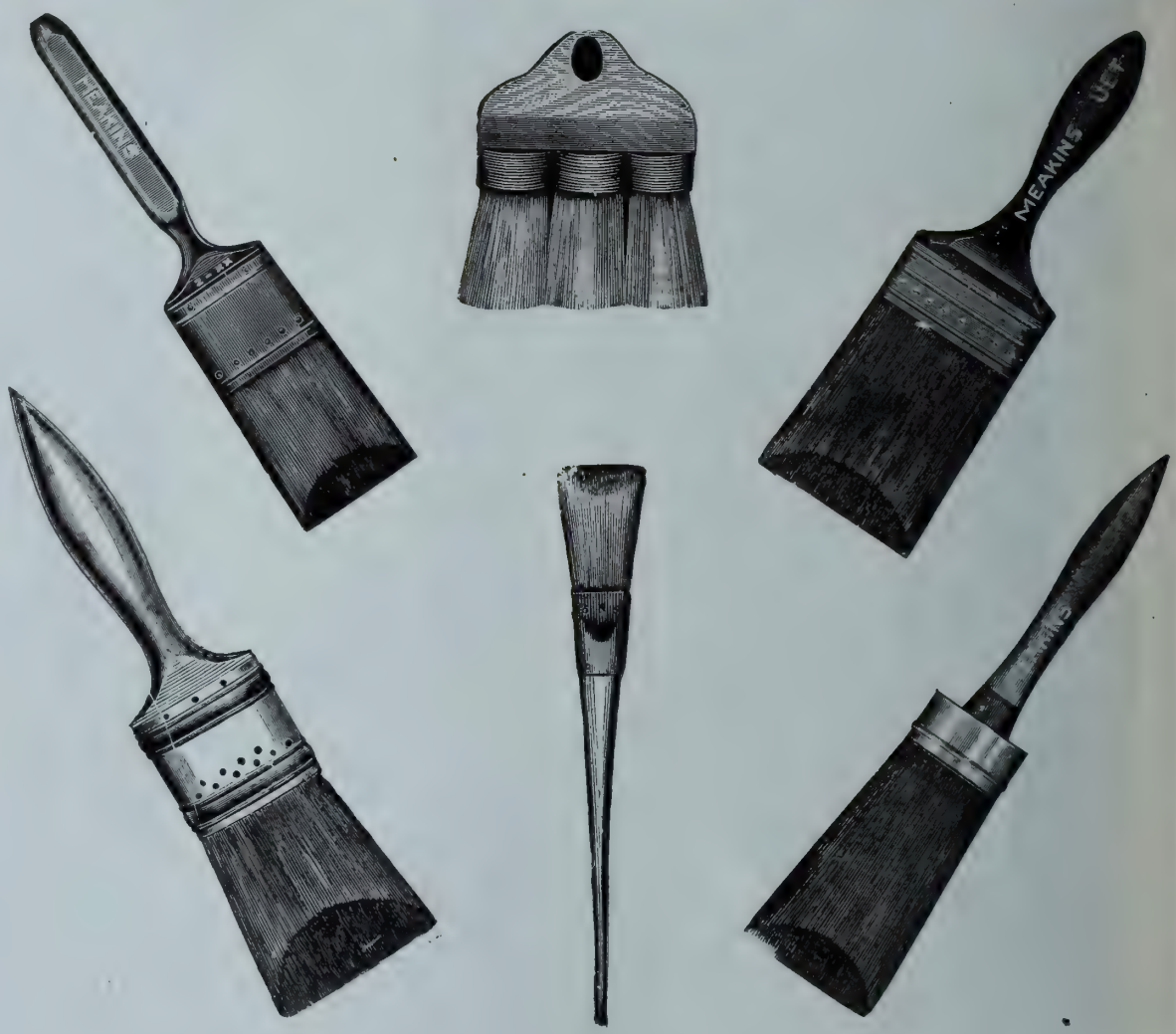
Write to-day for the Glidden proposition. Now is the time to stock up for the Fall rush.

"Save the surface and you save all" *Paint & Varnish*

If interested, tear out this page and keep with letters to be answered.

THE GLIDDEN COMPANY, Limited
TORONTO, ONTARIO
Branches: Montreal and Winnipeg

MEAKINS



Meakins & Sons

Warehouses: Winnipeg, London, Toronto, Montreal,

MEAKINS BRUSHES

If interested, tear out this page and keep with letters to be answered.

Brushes

Time Tested Brushes for Sales and Profits

SINCE 1852 the firm of Meakins & Sons has given the trade the last word in brush quality and service. As the business developed, expert brush makers devoted their talent to a search for new ways to improve the Meakins brush. New ideas were formed, explained and tried out, neither expense nor time was spared, and now after 68 years of careful thought and study, we have the greatest brush on the market, an absolutely guaranteed Rubber Set Brush. The productive life of any brush depends on the quality of material and methods of manufacture. We use nothing but high-grade materials, together with extraordinary care and attention, which has put us in the front rank of the brush business.

The bristles cannot loosen, a very convincing selling point to a prospect. The dealer finds the Meakins line a profit-maker. Write to-day for complete catalogue.

Limited, Hamilton, Ont.

Vancouver. Pilkington Bros., Calgary, Alta.

MEAKINS BRUSHES

If interested, tear out this page and keep with letters to be answered.

Service Is the Only Real Measure of Value

In Crown Diamond Paint you get not only service but enduring qualities far beyond that given by ordinary paint.

The many elaborate tests conducted by large users of paint, as well as analysis of the Crown Diamond Paint formula by expert chemists, have all verified the fact that the Crown Diamond Paint formula contains the correct admixture of pigments to give the utmost in wear and service.

In addition to this is the firmly established reputation

gained by over 78 years of constant use under all extremes of climate. You will find a certain satisfaction in selling this old reliable line of practical and thoroughly tested Paint products.

Build up a reputation for supplying only the best—do not deal in mere paint when "Better Paint" costs no more and you are assured of real service.

Your name on a post card to-day will bring you full information about this "Better Paint."

McARTHUR, IRWIN, LIMITED

ESTABLISHED 1842 MONTREAL

DISTRIBUTORS OF CROWN DIAMOND PAINTS AND VARNISHES

Stewart & Wood, Limited, Toronto. W. B. Dalton & Sons, Kingston. Crowell Bros., Halifax, N.S. Robertson, Foster & Smith, Limited, St. John, N.B. Farquhar & Gill, Vancouver, B.C.

"Save the surface and you save all" Paint & Varnish

If interested, tear out this page and keep with letters to be answered.

RAMSA

"Save the surface and you save all"—*Paint & Varnish*

"THE TO

Do You Know the Agate Family?

If interested, tear out this page and keep with letters to be answered.

Display Ramsay's and It's Half Sold!

The sale of one Ramsay product sells others. The line is well balanced and offers the right paint, enamel or varnish to close any sale. It is a practical, well chosen line of colors—the ones that sell. It is for this reason that Ramsay's displayed, is Ramsay's half sold—some one of the line always fills the requirements.

Do you know the Agate Family? A useful, industrious family that is delighting consumers with the way it beautifies homes, and gratifying dealers with its splendid sales.

Agate Varnish Stain, made from our well-known Agate Floor Varnish, is a leading member of this popular, well liked family. There are eight beautiful shades and natural. It's a worthy addition to the Ramsay line.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes Since 1842

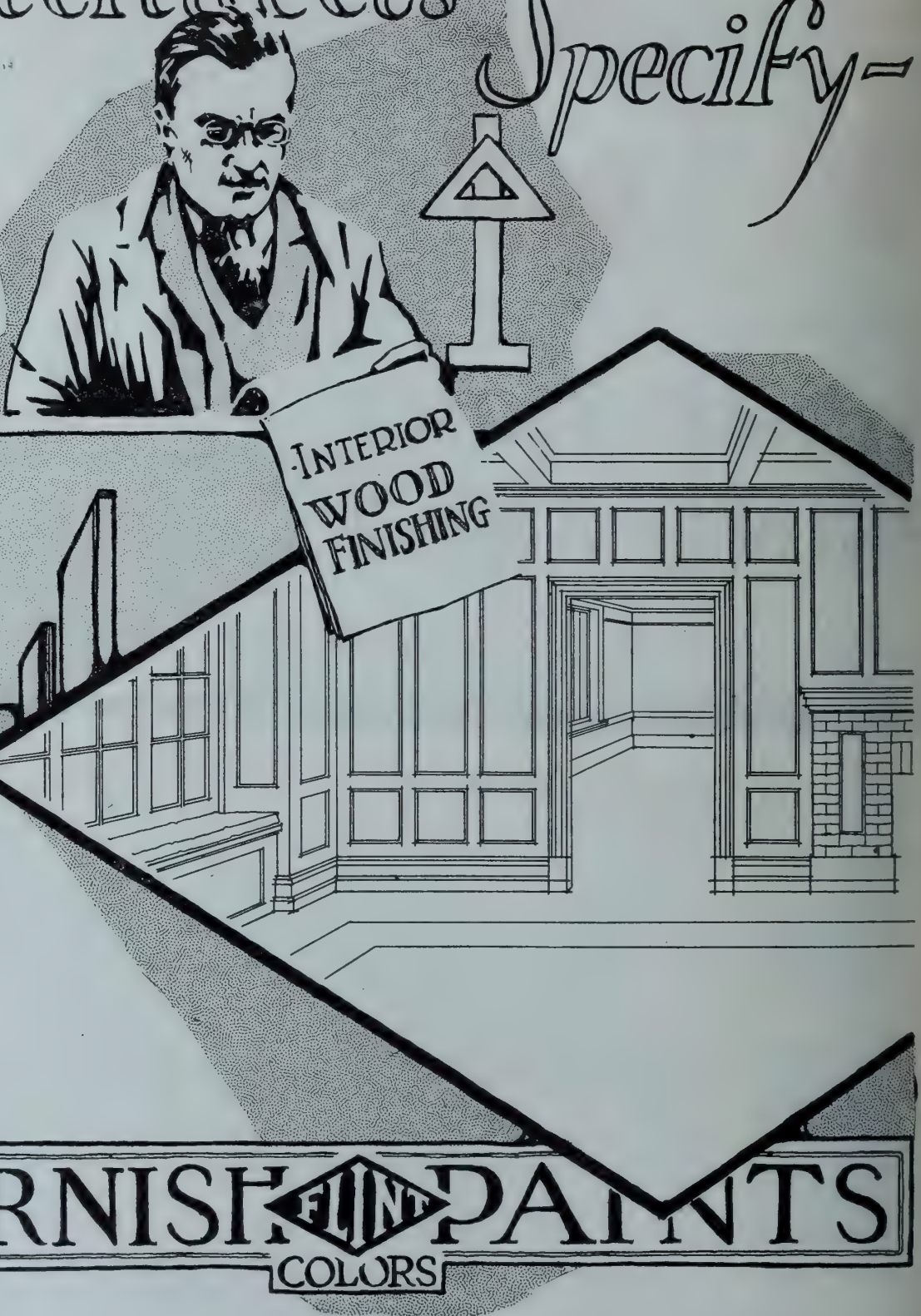
Montreal Toronto Winnipeg Vancouver

Distributors:

Edmonton District: Revillon Wholesale Limited, Edmonton. Calgary District: The McDonald Baker Co., 818 Eighth Ave. W., Calgary. Nova Scotia: James Simmonds, Limited, Halifax, N.S.

If interested, tear out this page and keep with letters to be answered.

Architects Specify—



VARNISH FLINT PAINTS
COLORS

If interested, tear out this page and keep with letters to be answered.

VARNISH FLINT PAINTS COLORS

Flint Architectural Finishes

Wheeler's Paste Wood Fillers
Bridgeport Acid Stains
Bridgeport Penetrating Stains
Flexiflint Finish, Exterior
Flexiflint Finish, Interior
Flexiflint Floor Varnish
Flexiflint Cabinet Finishing and Rubbing Varnish
Flexiflint White Enamel
Flintsatin Finish, Interior
Flint Flat White

Write for our proposition and literature on the above lines—to-day

FLINT VARNISH & COLOR WORKS

OF CANADA, LIMITED

Owned and Operated by

CANADIAN EXPLOSIVES, LIMITED

Head Office

MONTREAL

VANCOUVER HALIFAX TORONTO SUDBURY WINNIPEG

If interested, tear out this page and keep with letters to be answered.

These Points of Excellence

have earned the approval of all the painters, which accounts for the enormous demand for

TRADE SIMMS SET IN RUBBER MARK

PAINT and VARNISH BRUSHES

Extensive advertising is steadily increasing the demand, and a bigger business in this popular and profitable line is assured for Simms dealers. Don't let your stock run out—order from our nearest branch for quick delivery.

T. S. SIMMS & CO., LTD.

Makers of Better Brushes for 54 Years

St. John, N.B.

Branches:

Montreal Toronto London

Illustration Actual Size

If interested, tear out this page and keep with letters to be answered.

Hillcrest Paints
and Varnishes

Pearcy's Prepared Paints have given the fullest measure of satisfaction to dealers and consumers for more than 40 years.

Time is probably the most convincing test of paint; because the purpose of paint is to cover and protect a surface against the attacks of all kinds of weather for a reasonable period of time, consequently the actual test of service under all conditions is the only convincing test. Pearcy's Prepared Paints have been tested for more than 40 years in service to consumers and in sales value to the merchant. From every test of time or science this reliable paint has emerged with increased honor and prestige.

It pays the dealer to handle Pearcy's Prepared Paints.

Ask Our Representative to Call and Show You a Paying Sales Plan.

Sanderson Pearcy & Co.,
Limited

272 Van Horne St. (Corner Dufferin St.), **West Toronto Ontario**

If interested, tear out this page and keep with letters to be answered.

For That Glass-like Finish You Can Recommend

UNIVERNISH

Modern, sanitary housekeeping demands absolute cleanliness of woodwork, floors and cupboards.

That's why UNIVERNISH is so popular.

It's the Sanitary finish. **Scrub it with boiling Water. It won't turn white.**

Univernish is as easy to sell as it is to use.

Absolutely satisfactory too, in both cases.

Made in the following Wood Colors

Light Oak	**Dark Oak**
Bog Oak	**Mahogany**
Walnut	**Green**

And as a Clear Varnish

Write us about it to-day.

"Save the surface and you save all" *Paint & Varnish*

The Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U. S. A.

If interested, tear out this page and keep with letters to be answered.

Turpentine Receiving Room

Turpentine and Rosin

from the White Gum Forests of the South

We sell only the highest quality turpentine and rosin coming from the white gum forests of the South direct to the consumer. Prices on request.

Rosin

Our Grades conform strictly to Savannah Board of Trade Standard Types. Car Load prices furnished on application.

Turpentine

Pure Gum Spirits. We are direct importers, and Guarantee Purity. All orders carefully filled. Deliveries prompt as possible.

Linseed Oil

Shipments direct from crushers if desired. At our prices you may save money.

Epsom Salts

from the only known pure, natural deposits, Basque, B.C. Sole distributors for Canada.

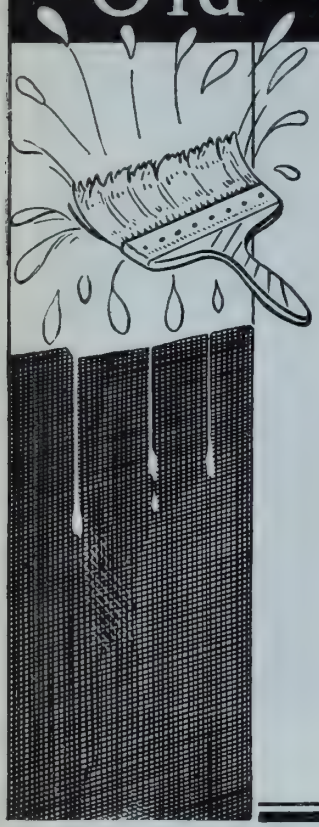
Ontario Oil & Turpentine Company, Ltd.

106-108 Vine Ave., West Toronto

Rosin and Turpentine Importers **Largest Turpentine Importers in Ontario** **Linseed Oil Dealers**

If interested, tear out this page and keep with letters to be answered.

Throw away the Old brush



Save Money on that Painting Job

There is a saving in cost of 25% over the old brush method if you spray paint or whitewash on the walls of your plant. It's 90% more effective.

The Spramotor does the job quickly and thoroughly, spraying the solution into every crack and crevice evenly.

It can't be equalled for applying disinfectant too. From $7. up.

Write for booklet.

What One Dealer Can Do So Can You

Everywhere dealers are making material increases in their profits by

Spramotor
It isn't a SPRAMOTOR unless we made it

sales—profits that reach as high as $3,500 a year.

And every day the demand for Spramotors increases through our consistent advertising and the splendid results proven by Spramotor users.

The live wire agent is the one we want to write for particulars.

Spramotor Company

28 King Street **LONDON, ONT.**

CARTER'S

Carter's Genuine Dry Red Lead

A pure, uniform and economical paint and preservative for metal work, steam pipes, etc.

Made from the highest grade of Canadian Pig Lead, highly oxidized and very finely ground. Used with pure Linseed Oil, it is very easy to apply and has unusual covering capacity.

Every sale of Carter's Genuine Dry Red Lead assures you a satisfied customer and a good profit.

Ask for prices on this and the other Carter lines—Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge.

The Carter White Lead Company of Canada, Ltd., 91 Delorimier Ave., Montreal

SIMONDS

CROSS-CUT SAWS

Cut easy, saw fast and stay sharp longer than other brands. They are fully guaranteed. Hardware dealers should get our catalog and prices.

Simonds Canada Saw Co., Limited

ST. JOHN, N.B. MONTREAL, QUE. VANCOUVER, B.C.

If interested, tear out this page and keep with letters to be answered.

V & B TOOLS

Every V & B Tool is Individually Tempered and Tested and Backed by Fifty Years of Tool Making

V. & B. Brand
BELL-Face Nail Hammer

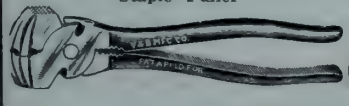
Plain-Face Nail Hammer

Biss Poster Hammer.

V. & B. Button Plier

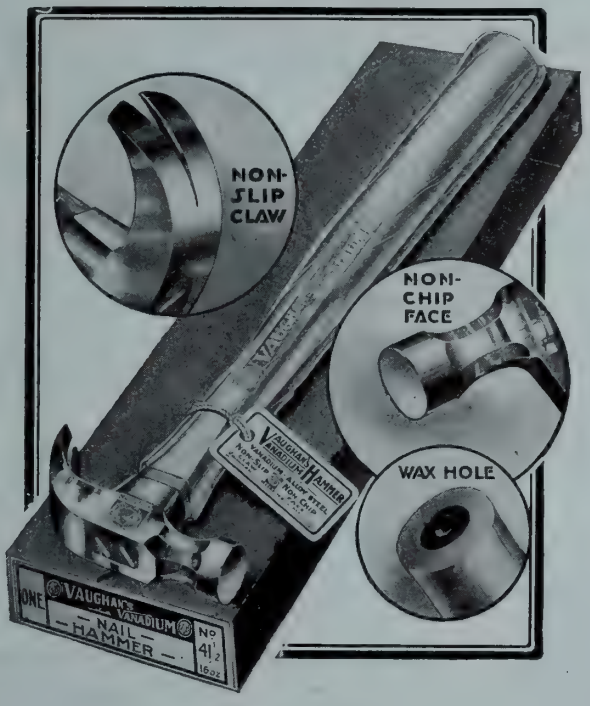
Double Duty Plier

Staple Puller

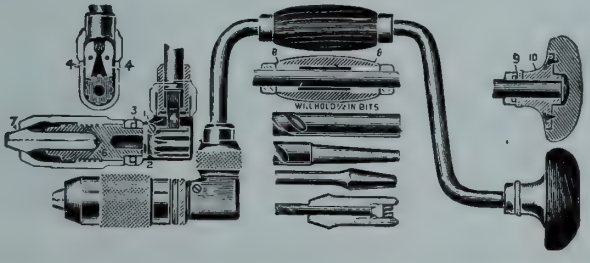


Nut Plier

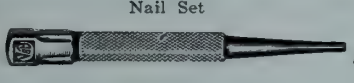
Vaughan's Vanadium Nail Hammer
America's Premier Hammer.



V. & B. Patented Ratchet Brace.
No end screw to work loose. Jaws will hold all pattern of bits up to ½ inch; patented ball-bearing ratchets.

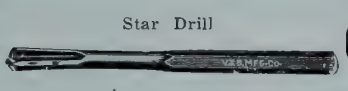


Nail Set



Belt Punch

Star Drill

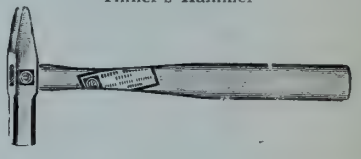


Screwdriver Bit

V. & B. Brand
Ball Pein Hammer

Blacksmith's Hand Hammer

Tinner's Hammer



Brick Hammer

Carpenter's Pincer

Hoof Parer

Cold Chisel

Machine Punch

WRITE FOR COMPLETE CATALOGUE

Vaughan & Bushnell Mfg. Co.

2114 CARROL AVE. *Makers of Fine Tools* CHICAGO

Alexander Gibb, 3 St. Nicholas Bldg., Montreal

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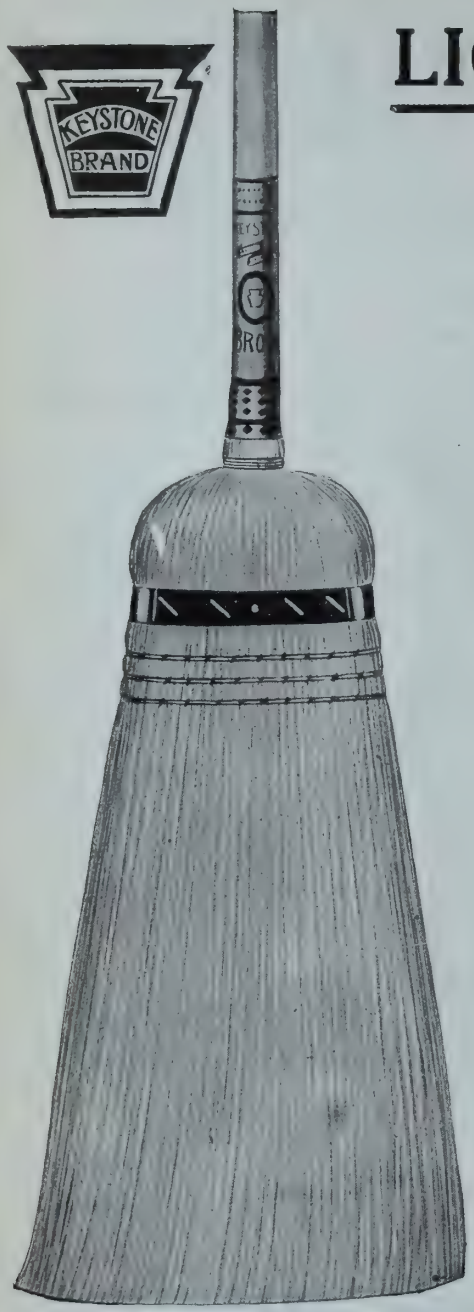


LIGHT—YET STRONG

The "Keystone" Perfect Curling Broom

In the selection of Curling Brooms, careful attention should be given to two essential points. A perfect Curling Broom must combine great strength with light weight.

That is why "Keystone" Curling Brooms are such favorites. They are light and unbelievably strong.

Note the stapled metal band—This band is firmly secured to the handle, adding greatly to the strength of the shoulder of the broom.

Examine Keystone Curling Brooms in detail. See how every feature is designed to attain perfection.

The Handle—The Broom is built on a light, thick, white, Basswood handle.

The Stock—Tough corn, absolutely free from stems and seeds is employed in every Keystone Curling Broom.

The Stitching—Each Broom is closely stitched with the highest grade of strong twine.

"Keystone" Curling Brooms are made in two styles—one for the Eastern and one for the Western trade.

Place your order with us at once—or write for descriptive circular.

STEVENS-HEPNER COMPANY
LIMITED

PORT ELGIN - - ONTARIO

E. Roy, 65½ St. Andre St., Montreal, Que. A. S. Butchart, 26 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

The Luxeberry Painter Says:

"FINISH IN HASTE AND REPENT AT LEISURE. A wrong choice of finishes has spoiled many a home interior. When my customers put it up to me I guarantee them a handsome, lasting finish, and always make good by using "Berry" Brothers' Varnishes, Enamels and Stains."

It is because of the friendly attitude of painters, architects and consumers generally that "Berry" products are staple and easy to sell.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver B.C.
Wood, Vallance Hardware Co., Ltd., Nelson B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties

Walkerville, Ontario

No. 200. Casement Fastener

Sort Up On Your Builder's Hardware

No. 142 Hook
Cast Brass

Stratford — the Builder's Choice

Stratford Hardware is popular with builders. They appreciate its superior qualities and handsome finish; they know it will stand the strain of daily wear and tear. Send for the Stratford Catalogue to-day.

We can supply you with everything in furniture trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push, and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company
Limited
STRATFORD, ONTARIO

If interested, tear out this page and keep with letters to be answered.

A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)

No. 2 Cold Blast Correct Lamp Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA

Give us your Wholesaler's name and we we will send you a sample

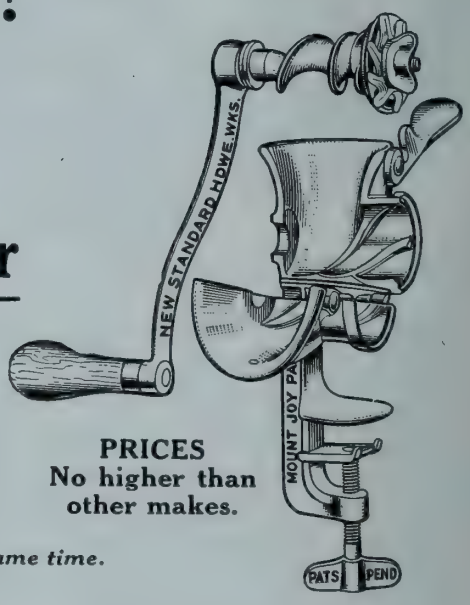
Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

"CLICK"-and it's clean!

Here's a Food Chopper at last without a fault—one that almost cleans itself. As easy to wash as a saucer, because **"it opens like a book."** No cracks or corners where food can lodge. The

New Standard Food Chopper

has many superior features. It is in a class by itself for refinement of design, quality of workmanship and finish. The **easy-cleaning feature, alone, sells it on sight,** will increase your sales and bring you more satisfied customers. Investigate for yourself.



PRICES
No higher than other makes.

Send your order through your jobber—notify us at the same time.

"Ask the housekeeper who uses one."

NEW STANDARD HARDWARE WORKS

MOUNT JOY, PENNA., U.S.A.

Western Coast Representative:	*Central Western Canada:*	*Eastern Central Canada:*	*Eastern Canada:*
Hardware Specialties Co. Vancouver, B.C.	Rodearmal-Davis Co. Minneapolis, Minn.	L. G. Beebe Toronto, Ont.	Richardson-Bureau Montreal, Can.

"NORCROSS"

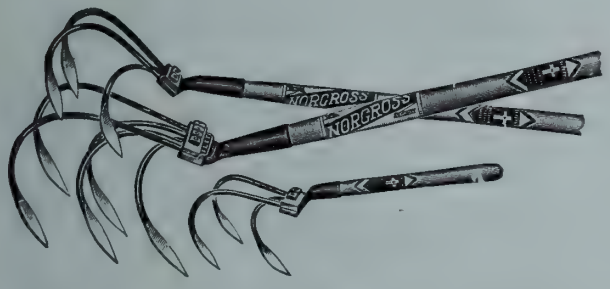
Garden Cultivators Sell

Because they have revolutionized hand cultivation, increasing production

Most modern implements ever devised for gardens and flowers. Three sizes: the largest, No. 55; next, No. 33, and the No. 11 Midget Weeder. Detachable steel prongs. The No. 55 can be attached to standard wheel plows.

The sharp, tapering blades enter the soil freely, cultivating close to plants without injury to their roots or foliage. They leave the ground level, loose and untrampled. Used by such world-renowned gardeners as Luther Burbank.

Write for prices and full particulars.



C. S. Norcross & Sons
Sole Manufacturers
Bushnell, Illinois, U.S.A.

That they sell there being a NORCROSS *is shown by million in use*

Place Your Order At Once

For Thomas Ellin & Company's Cutlery

A Complete Line

Pocket Knives	Stainproof Tables	Table Knives and Forks
Pen Knives	Stainproof Desserts	Dessert Knives
Butcher Knives	Cook's Knives	Tablespoons, Teaspoons, etc.

Maple Leaf Razors, Scissors and Plateware

Shipments now being received at Montreal for leading wholesalers from coast to coast.

Ask for Vulcan Brand goods when ordering of your jobber.

Place Your Order Now—Ensure Early Delivery

G. L. COHOON, Representative for Canada
11 St. Sacrament Street **MONTREAL**

ALL outside and many inside doors should be hung on three butts. The use of the third butt keeps doors from warping, binding and sticking. The weather acts upon the wood and the third butt holds the door in line.

THE STANLEY WORKS
BUTTS

come packed three in a box in addition to the regular packing of one pair in a box. Many of your contractors and carpenters have already been won over to the "3-butt" method of hanging doors.

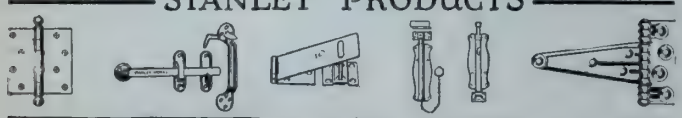
Get your butt buyers into the "3-butt" habit. They will be pleased with the satisfactory results they will obtain from the third butt, and you will increase your butt sales.

We have a folder, R 82, entitled "3 Butts to a Door." Let us send you a quantity imprinted with your name and address.

Canadian Representative:

A. MacFARLANE & CO., - Coristine Bldg., Montreal

STANLEY PRODUCTS



The Stanley Works-New Britain, Conn., New York, Chicago.

Every Car Owner a Prospect

RE-NU-ALL AUTO TOP DRESSING

KLEANALL AUTO BODY POLISH

These well known, well tried and widely advertised lines, displayed on your counters will bring many profitable sales.

Other lines for the hardware trade include

IDEAL SILVER CREAM
and
KLONDIKE METAL POLISH

Ask your jobber.

Write for catalogue in colors showing complete lines.

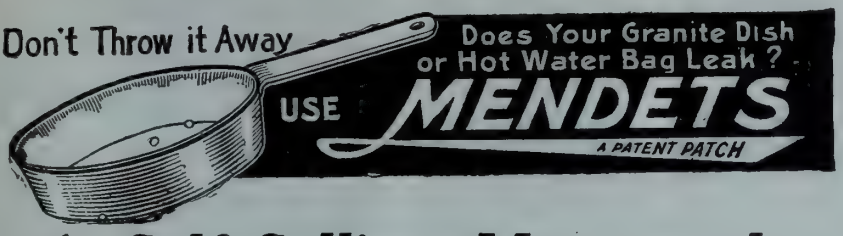
CANADIAN POLISHES LIMITED
Successors to Domestic Specialty Co., Ltd.
HAMILTON, ONTARIO

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.

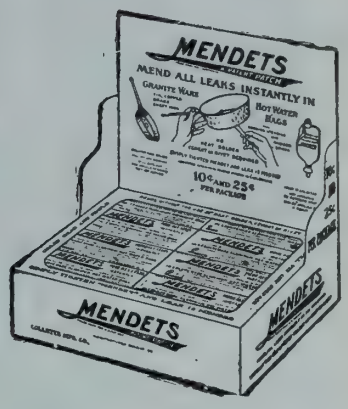
The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass., U.S.A.



A Self-Selling Moneymaker

Here is a quick, easy seller that takes up little space in your store. Mends all leaks instantly in hot water bags and other rubber goods, graniteware, pots and pans. Mendets require no heat, cement, or rivets, go on with a twist—sell with a bang. Orders for Mendets are pouring in just as fast as we can get them out. Is your jobber listed below?



Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg; Man.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hdwe. Co., Winnipeg, Man.; Marshall Wells Alberta Co., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hdwe. Co., Charlottetown, P.E.I.; Thompson & Sutherland, North Sydney, N.S.; Merrick-Anderson Co., Ltd., Winnipeg, Man.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Man.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Ltd., Fredericton, N.B.; L. H. Hebert & Co., Ltd., Montreal, Que.; The Hanbury Hdwe. Co., Ltd., Brandon, Man.; McLennan, McFeely & Co., Ltd., Edmonton, Alta.; Crowell Bros., Ltd., Halifax, N.S.; Caverhill, Learmont Co., Ltd., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Calgary, Alta.; Lewis Bros., Ltd., Montreal, Que.; Wood, Vallance & Leggatt, Ltd., Vancouver, B.C.; Kennedy Hdwe. Co., Toronto, Ont.; T. McAvity & Sons, Ltd., St. John, N.B.; H. S. Howland, Sons & Co., Ltd., Toronto, Ont.; Sumner & Co., Moncton, N.B.; Cunningham Hdwe Co., New Westminster, B.C.; W. B. Dalton & Sons, Kingston, Ont.; Wood, Alexander & James, Hamilton, Ont.; Hobbs Hdwe. Co., Ltd., London, Ont.; Marshall-Wells Co., Ltd., Winnipeg, Man.; A. Chown & Co., Kingston, Ont.; Edwin Chown & Son, Kingston, Ont.; W. H. Thorne & Co., Ltd., St. John, N.B.; F. R. Murray Co., Ltd., Vancouver, B.C.; A. Prudhomme & Fils, Montreal, Que.; Louis McLain & Co., Ltd., Winnipeg, Man.; Frothingham & Workman, Ltd., Montreal, Que.; Martin, Finlayson & Mather, Vancouver, B.C.; Brace, McKay & Co., Ltd., Summerside, P.E.I.; Lyons & Marks, Toronto, Ont.; R. T. Holman, Ltd., Summerside, P.E.I.; Stedman Bros., Ltd., Brantford, Ont.; Gray-Harvey Co., Ltd., Ottawa, Ont.; The Kingan Hdwe. Co., Ltd., Peterborough, Ont.; E. G. Prior Co., Ltd., Victoria, B.C.; The S. Hayward Co., Ltd., St. John, N.B.; Mills Hdwe. Co., Ltd., Hamilton, Ont.; Bond Hdwe. Co., Guelph, Ont.; Lynch, Parker & Plews, Regina, Sask.; Wood,Vallance, Ltd., Regina, Sask.; Starke-Seybold, Ltd., Montreal, Que.; J. H. Ashdown Hdwe. Co., Ltd., Calgary, Alta.; J. H. Ashdown Hdwe. Co., Ltd., Saskatoon, Sask.; Fennell & Chandler, Charlottetown, P.E.I.; Morrison & Blackwood Hdwe., Moose Jaw, Sask.

Collette Mfg. Company, Collingwood, Ontario

The Children Sell It For You

Children from 1 to 8 years of age and both sexes beg for it. Display Kiddie-Kar where children can see it. Give them all a chance and they'll make your sales hum.

Kiddie-Kar

Small Investment
Quick Turnover
Good Profits

The Best Selling Child's Vehicle in the World

It sells wonderfully because boys and girls both love it and parents approve. It can be used indoors and out, so it has no season. It is safe, well built, and good looking—finished in varnished colors.

Compelling advertising has made its merits "known to millions" of consumers, and the margin of profit is big.

Canadian K-K Company, Limited

Elora, Ontario, Canada

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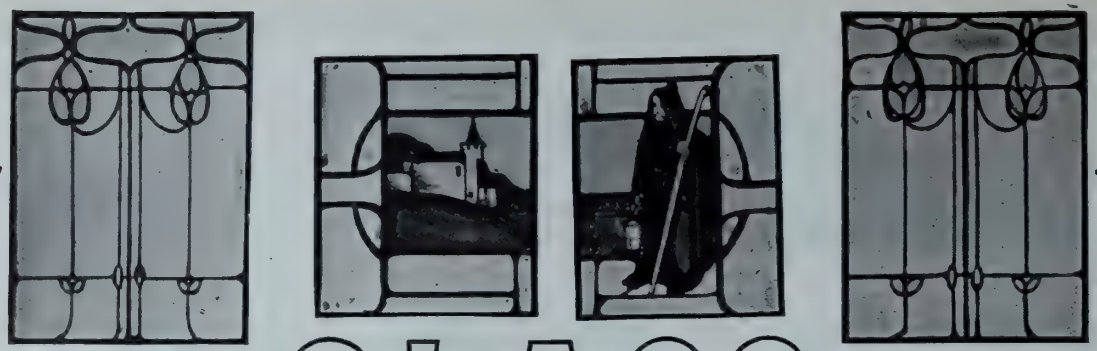


GLASS

Now is the Time to Sort up on WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

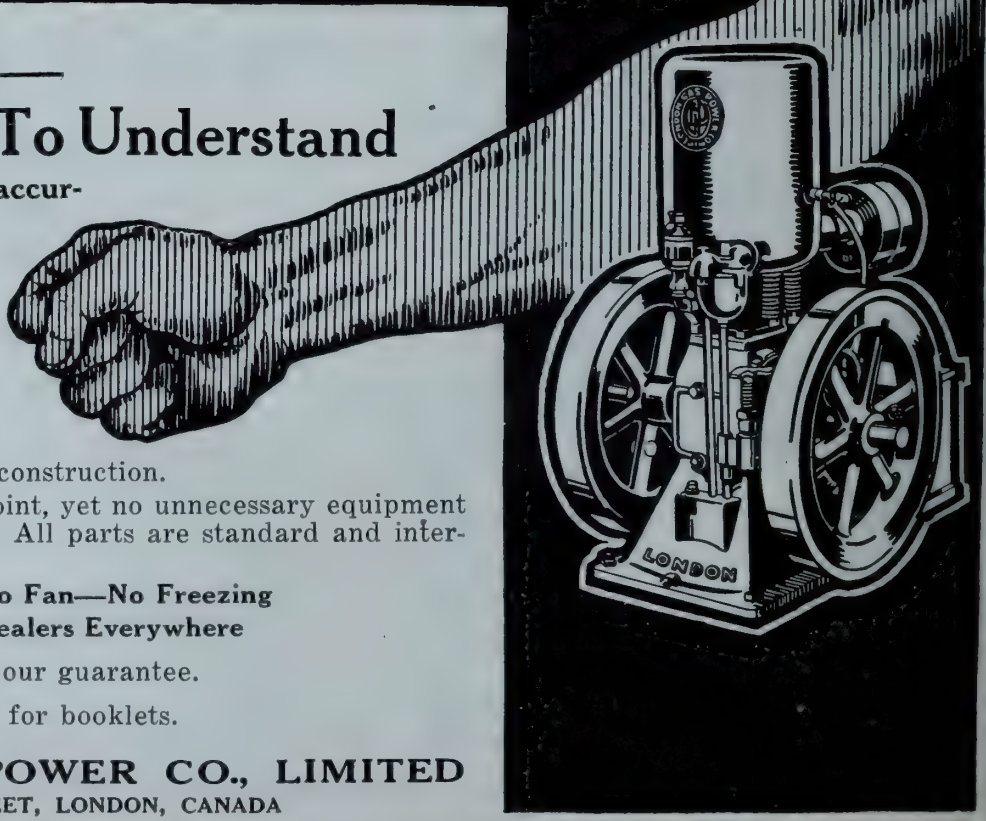
MONTREAL TORONTO LONDON WINNIPEG

A MIGHTY HELPING HAND

Easy to Start— To Operate—To Understand

Properly, simply and accurately designed, the

LONDON ENGINE



is a masterpiece of engine construction.

Ample strength at every point, yet no unnecessary equipment or complex arrangements. All parts are standard and interchangeable.

No Tank—No Fan—No Freezing

Reliable Dealers Everywhere

We stand behind you with our guarantee.

Write for booklets.

LONDON GAS POWER CO., LIMITED

29 YORK STREET, LONDON, CANADA

Brooms That Don't Shed

Do Your Customers Ask That?

Cable Warehouse, as per Cut, for the Factory, or warehouse; Cable Warehouse with a layer of split Bamboo, for cement floors; No. 1 General Purpose, for light warehouse sweeping. Duchess, or Perfect for the home.

Our BROOMS are made to sweep clean and give excellent satisfaction to the USERS, and give the maximum length of service.

Mail your inquiries direct to us. A Post Card will do.

Manufactured by

John Adam & Son

Collingwood, Canada

The average dealer usually carries various types of Cordage, each possibly efficient in its own limited sphere; why isn't it good business to concentrate on the sale of

AERO CORD

which gives superior efficiency for all purposes, thereby reducing stock and eliminating much unnecessary detail work and which will result in a larger percentage of profit.

AERO CORD will give equal satisfaction indoors or out.

If your Jobber cannot supply you write us.

THE AERO MFG. CO., Limited

Factory: LENNOXVILLE, QUE. **SHERBROOKE, QUE.**

Western Agents:
THE H. L. PERRY CO., LIMITED
Winnipeg, Man.

LETINCO
STOVE PIPES

Packed 25 pipes in steel containers, which insures safe delivery, and, prevents pipes from rusting.

We can fill all orders. ***Write us now.***

THE LESLIE TINWARE CO., LIMITED
114-116 Scott Street **OTTAWA, ONT.**

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & CO., LIMITED
37 St. Antoine Street
MONTREAL

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.
LIMITED
LONDON, CANADA

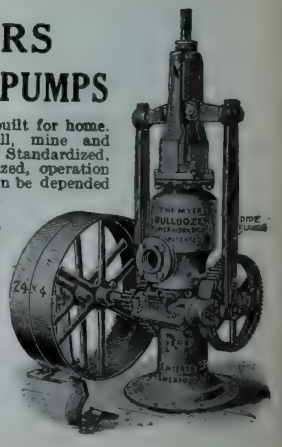
Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND OHIO

If interested, tear out this page and keep with letters to be answered.

How to Make a Larger Profit With a Smaller Stock

If someone showed you how you could cut down your stock and make more money by doing it—*what would you do?*

You'd reduce the stock, of course!

That's the SE-MENT-OL argument exactly.

Because one 75c can of SE-MENT-OL will repair even the largest cooling system, it is not necessary to stock several different sized cans.

This explains why thousands of successful dealers who used to stock *several* brands of radiator repairers, now carry only

SE-MENT-OL

(LIQUID or POWDER)

By concentrating on SE-MENT-OL, the *original*, self-acting radiator repairer, they find they can make a bigger profit with a smaller investment—get a quicker turnover—and keep the good will of their trade by giving them the most value for their money.

You take no chance in stocking SE-MENT-OL—it is *guaranteed* to repair quickly and *permanently* cooling system leaks. SE-MENT-OL Liquid, kept in the radiator, will keep the cooling system leak-proof for the life of the car.

If you are not already selling SE-MENT-OL and other Norwesco products, better get acquainted right away—it will pay you well.

Write to-day for dealer's proposition and discounts

Eleven Other Lively Sellers

- Carbonox, the carbon remover.
- Skalex, the radiator cleaner.
- Valve Grinding Compound.
- Iron Cement
- Color Varnishes.
- Never-Burn, engine enamel.
- Rim and Gasket Shellac.
- Leather Top and Upholstery Dressing.
- Utility Black, retouching enamel.
- Mohair Dressing and Lining Dye.
- Neatsfoot Clutch and Brake Compound.

The Northwestern Chemical Co.,

2108 State St., Marietta, Ohio

CANADIAN FACTORY : MONTREAL

If interested tear out this page and place with letters to be answered.

Dunlop Garden Hose

Affords You a Splendid Opportunity to Greatly Increase Your Profits

"HERCULES CORD" —A high-grade, two-ply, seamless, braided fabric hose with a sturdy, tough, corrugated rubber cover. Is particularly suitable for garden and florists' work, or in any capacity where the demands are exceedingly exacting. A special feature of this hose is that it is manufactured in 500-foot lengths, which allows the cutting of any length required without waste. Will not kink.

"DUNLOP"—As its name would indicate, this hose is an Extra Special high-grade one—a super hose, in fact, designed to withstand most severe usage. Is of different construction to "Hercules," but equally as efficient.

"PEERLESS" and "PEERLESS FLORIST" — So good that it is regularly considered as first-grade in garden hose. Is a thoroughly substantial hose and widely popular, especially for florists' and greenhouse work. Has an extra heavy, durable cover and will render highly satisfactory service at all times.

"RELIANCE"—Is a general favorite and well suited to ordinary garden and lawn duty. This grade is practically in the same class as "Peerless" excepting that it is slightly lighter in weight and costs less to buy. Is representative of the same careful workmanship as the other lines above-mentioned.

"BANNER"—Represents what is commonly known as sheeting construction. Will give a splendid account of itself in light work, and is good value at the price. Reliable for lawn and garden use.

"KANT KINK"—A splendid and special type of hose with a very effective protective covering. Shows its class in any capacity where there is necessarily considerable banging round, and the possibility of the hose being trampled on.

Our representative will call on you in ample time to take care of your fall booking requirements. It will pay you to reserve the placing of your orders until you have considered carefully the samples he will show you and the very attractive prices he will submit to you.

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories - Toronto

Branches at: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, Halifax.

Makers of Tires for all Purposes, Mechanical Rubber Products of all Descriptions and General Rubber Specialties.

If interested, tear out this page and keep with letters to be answered.

The

Master Product

for Every Car

Selected by Present Car Owners—*because they know the value from actual testing out.*

Selected by Prospective Car Owners—*because they have heard of the value from the actual testimony of Present Motor Car Owners.*

Dunlop Tire & Rubber Goods Co.,
Limited

Head Office and Factories
TORONTO

BRANCHES IN THE LEADING CITIES

DUNLOP TIRES

AD-EL-ITE
MOTOR
CARBON
REMOVER
ADAMS & ELTING CO.

KEEPS CARS IN SERVICE
KEEPS CASH DRAWERS FILLED

With the present high prices and poor quality of gasoline, a carbon-free motor becomes a necessity in automobile economy and efficiency, as carbon causes knocking, back-firing, loss of power, and the consequent low gas mileage.

AD-EL-ITE Motor Carbon Remover quickly and harmlessly eliminates all these troubles, and does in a few minutes, and for a few cents, what the old grinding process takes days and dollars to do.

AD-EL-ITE Auto Specialties are well advertised and in ever increasing demand by motorists throughout the Dominion.

We supply store and consumer advertising that effects a quick turnover.

Send for elaborate catalog, "New Cars For Old." It will show you how to steadily increase your business at a profit.

ADAMS & ELTING CO.

17 ADELAIDE ST., EAST, TORONTO
CHICAGO NEW YORK

If interested tear out this page and place with letters to be answered.

The Standard Spark Plug of the World

It is very easy to claim certain specific superiorities for spark plugs. But it is not easy to meet the requirements of America's leading automotive engineers, as AC Spark Plugs have done, or to withstand the punishing tests of the record-shattering race car and airplane, as AC Spark Plugs are continually doing. Thousands of dealers have found that they profit most from the sale of spark plugs which prove best in actual service. They stock the complete AC line. Do you? If not, write today for complete dealer information.

Champion Ignition Company
FLINT, *Michigan*

U. S. Pat. No. 1,135,727, April 13, 1915, U. S. Pat. No. 1,216,139, Feb. 13, 1917. Other Patents Pending.

These manufacturers use AC Spark Plugs for factory equipment

PASSENGER CARS

Ace
Alsace
American Beauty
Anderson
Apperson
Argonne Four
Bell
Bellanger Freres (France)
Birch
Bour-Davis
Bradley
Buick
Cadillac
Cameron
Case
Chandler
Chevrolet
Cleveland
Cole
Comet
Commonwealth
Daniels
Davis
Dodge Brothers
Dort
Essex
Glide
Gray Dort (Canada)
Hamlin-Holmes Front Drive
Hatfield
Haynes
Hudson
Hupmobile
Jackson
Jordan
Kenworthy
Kissel Kar
LaFayette
Leach Power-Plus Six
Liberty
Locomobile
Maibohm
Marmon
McLaughlin (Canada)
Meteor
Mitchell
Monroe
Nash
National
Nelson
Oakland
Oldsmobile
Packard
Paige
Pan
Paterson
Phianna
Pierce-Arrow
Pilot
Porter
Premier
Reo
Re Vere
Roamer
R & V Knight
Saxon
Scripps-Booth
Walden W. Shaw
Singer
Standard "8"
Stanwood
Stearns-Knight
Stevens-Duryea
Stewart
S-S-E-Co
Tarkington
Texan
Vogue
Westcott
Dependable
Diamond T
Diehl
Dodge Brothers
Duty
Elmira
Federal
Frontmobile
F-W-D
Gary
Golden West
Gramm-Bernstein
G & J (Canada)
G. M. C.
Hahn
Hall
Harvey
Hendrickson
Hewitt-Ludlow
Highway-Knight
Hurlburt
H. R. L.
Independent
Italia
J & J
Kalamazoo
Karavan
Kearns
Keystone
Kissel
Kleiber
Klemm
Koehler
Low-Bed
L. M. C.
Maccar
Maibohm
Master
Maxim
Menominee
Moreland
Napoleon
Nash
Nelson-LeMoon
Netco
Noble
O. K.
Old Reliable
Oldsmobile
Oneida
Oshkosh
Packard
Paige
Parker
Patriot
Pierce-Arrow
Pittsburgher
Ranger
Reo
Reynolds
Riker
Robinson Fire Apparatus
Rock Falls
Rowe
St. Cloud
Sandow
Sanford
Schwartz
Signal
Sterling
Stewart
Stoughton
Sullivan
Super
Texan
Tiffin
Titan
Tower
United
Universal
Ursus
Walter
Ward-La France
Watson
White
White Hickory
Wichita
Wilson
Wolverine
Dart
Eagle
Flour City
Holt
Howell
Knox
Lauson
Linn Road
Minneapolis
Nelson
New Britain
O. K.
Oldsmar Garden
Pioneer
Samson
Sawyer-Massey (Canada)
Stockton
Tioga
Topp-Stewart
Turner-Simplicity
Ursus
Wetmore

ENGINES

Associated
Beaver
Bessemer Gaso-Kero
Buda
Buffalo
Capital
Continental
Curtiss
Doman
Duesenberg
Eclipse
Fairmont Railway
Falls
Frisbie
Galloway
Gray
G. B. S.
Hall-Scott
Herschell-Spillman
J. V. B. Marine
Knox
Lathrop Marine
Midwest
Milwaukee Gasolene Locomotives
Minneapolis
Red Wing Thoroughbred
Roberts
Rutenber
Scripps
Speedway
Sterling
Straubel
Trego
Union Marine
Van Blerck
Veerac
Vim
H. J. Walker
Weber
Wisconsin
Woolery
W. S. M.

COMMERCIAL CARS

Ace
Acme
Ahrens Fox Fire Trucks
American-La France
Apex
Atco
Available
Bell
Betz
Bollstrom
Bradley
Bridgeport
Brinton
Brockway
Buffalo
Chicago
Collier
Comet
Conestoga
Dart
Defiance
Denby (Canada)

MOTOR-CYCLES

Briggs & Stratton Motor Wheel
Excelsior
Henderson
Johnson Motor Wheel

TRACTORS

Advance-Rumely
Appleton
Avery
A & T
Bates Steel Mule
Beeman Garden
Boring
Buffalo
Bullock Creeping-Grip
Case
Clark
Comet

FARM LIGHTING PLANTS

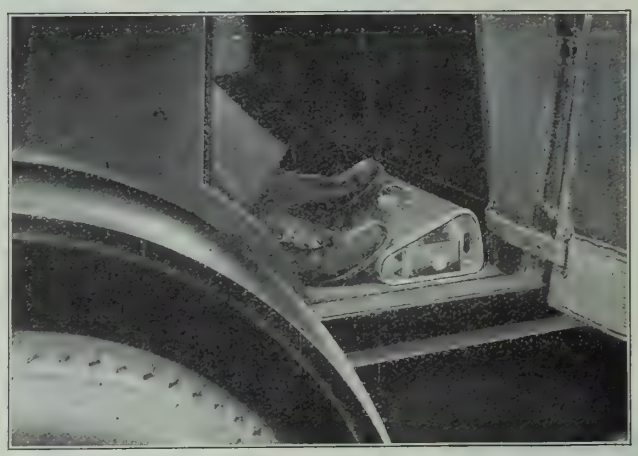
Automatic
Daytonlite
Delco-Light
Dynelectric
Fairbanks
Genco Light
Globe Light & Power
Lalley-Light
Lucolite
Meyerlite
Nan-Ki-Vel
Northlite
Owens Light & Power
Perfection
Powerlite
Roco
United
Wesco

MISCELLANEOUS

Austin Mfg. Co.
Domestic Engine & Pump Co.
Ingersoll-Rand Air Compressors
Koehring Road Pavers
Maytag Washing Machines
Mudge Railway Cars
Perfect Power Sprayers
Sullivan Portable Air Compressors

If interested tear out this page and place with letters to be answered.

Clark Double Purpose Heaters



In the Car While Driving Keeps Passengers Warm

In open as well as closed cars Clark Heaters guarantee comfort, are easy and quick to operate and are unfailing in efficiency. Each brick of Clark Carbon Fuel lasts from 12 to 14 hours, and heater can be made ready for use in five minutes. Positively safe in every way—no flame, smoke or odor. Use the same heater under the hood to keep engine warm when car is standing.

Under the Hood While Standing Keeps Engine Warm

A Clark Heater placed under the hood keeps the engine warm and does away with all starting troubles common in cold weather. Do this when car is standing in the garage or in the street. A robe thrown over the hood increases the efficiency of the heater.

Use the same heater in the car to keep passengers warm while driving.

The Duchess -- No. 8 XX

The Handsomest Heater ever built.
Covered with rich velvet plush in blue, green or maroon shades.
Extra wide, highly finished, nickel-plated, flange at ends.
Extra heavy body construction and insulation.
All outside metal parts quadruple nickel-plated —de luxe finish.
Side and end heat controls to give perfect heat regulation.
Two Fuel Drawers—one in each end to use double charge of fuel, if wanted, in extreme weather.
24 inches long. Weighs 12 lbs.

Every Car at Your Door a Prospect

CLARK HEATERS make winter driving a pleasure. Every doctor, every rural mail carrier, every bread or milk route driver is a prospect for Clark Heaters. There are thousands of others—everyone who drives in winter needs one, including the multitude of people who use them to supplement the luxurious appointments of handsome closed cars.

Soon the cold days will be here. Have a Clark Heater displayed in action. When half-frozen drivers stamp into the store explain Clark Heater advantages while they are influenced by its genial warmth. It's an opportune moment for sales. Every car at your door is a prospect.

Get Your Order to Your Jobber Now While He Can Supply You.

Chicago Flexible

5608 Roosevelt Road

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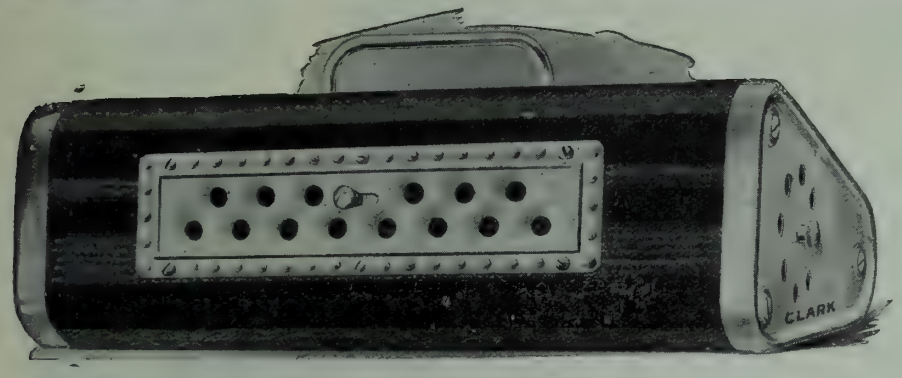
Clark Double Purpose Heaters

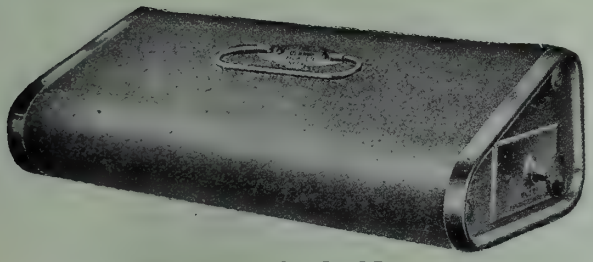
Indestructible Steel Construction



No. 7-D Clark Heater

Indestructible steel body, slanting top, 14 inches long, asbestos insulation, covered with dark green Brussels carpet. All outside metal parts nickel-plated and polished. Side and end controls for regulating heat. An excellent heat-giver of attractive appearance. Weighs 6 lbs.

The Swift Selling No. 7D



No. 7X Clark Heater

Very Popular for Electric Cars and Fine Coupes.

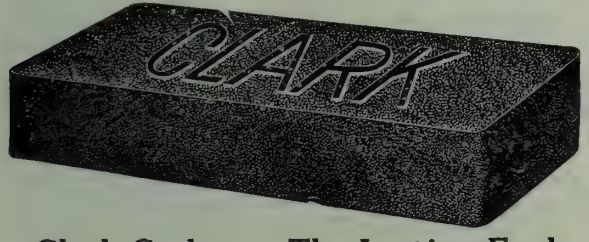
Covered with mohair plush in a selection of colors—blue, green or maroon. The outside metal parts are extra heavily nickel-plated and highly polished. Side and end heat controls permit of perfect regulation of heat. The handsomest slanting top heater made. Weighs 6 lbs.

No. 7C Clark Heater

An Excellent Slating Top Heater at an Attractive Price.

Widely used in all kinds of vehicles—a big value.

Clark indestructible steel body, 14 inches long, insulated with asbestos felt and covered with a good quality of Brussels carpet in a dark green shade. End heat controls. Weighs 6 lbs.

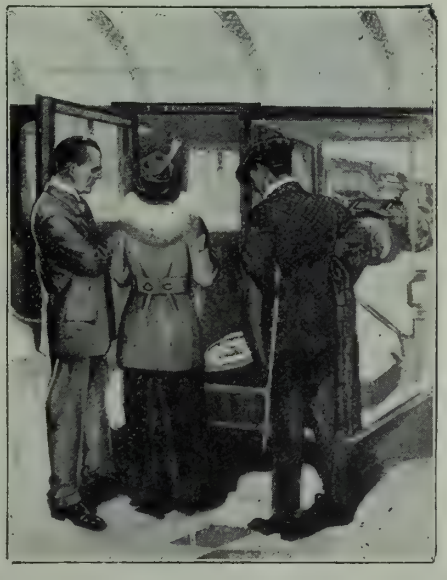


Clark Carbon -- The Lasting Fuel

Densely compressed into brick form to concentrate the maximum heat-giving properties in the smallest volume and to produce a fuel so compact as to last all day, giving off a continuous and satisfying amount of heat.

A brick of Clark Carbon is placed in any fire or flame for two or three minutes until red, then placed in heater drawer and immediately gives its maximum heat, so the drive can be started immediately and with the assurance that should you be gone all day you will have a satisfying volume of heat without recharging.

Clark Carbon operates at a cost of about one cent per hour.



Shaft Company

Chicago, Illinois

If interested tear out this page and place with letters to be answered.

If your Jobber cannot supply you, write us direct

BEATS-ALL FOR ALL YEAR PROFITS

Beats-All Products are in demand from January to December inclusive. The careful motorist will protect his car from the attacks of Fall and Winter weather just as much as he would protect his car from Summer's scorching sun.

Beats-All Products will fill every requirement at every season.

500,000 Autos

are prophesied for Canada by the end of the season of 1920. Every motorist is a prospect.

It is easy to sell Beats-All Products when you explain to your trade that the original storm-proof qualities and Factory Durability can be restored by using any of these "upkeep economizers."

Beats-All Top Dressings for Mohair, Pantasote and Imitation of Leather are the only Top Dressings which incorporate Liquid Rubber into the base. That is why they are sold on a guarantee to Weatherproof and Re-rubberize the fabric.

All hardwaremen should be "in on this." It means money and additional customers.

Auto Specialties
Fort Erie,

Representatives:

Aggressive Agencies Co., 35 Notre Dame, Montreal, Que.; Wizard Auto Products Co., 52 Shanley Street, Toronto, Ont.; C. G. Lee, Pantages Bldg., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

Mohair Top Dressing

Will give the shabby, leaky, weather-beaten top that new appearance and factory durability. It re-dyes and re-rubberizes, making the fabric stormproof and leaves the top soft and pliable.

Pints, 85c; quarts, $1.50

Drab Lining Dye

It re-dyes and re-finishes the inside lining a fast, light color, giving it that fresh and new appearance. Covers all stains and discolorations.

Pints, $1.35; quarts, $2.50

Ask Your Jobber

Knu-lac Top Dressing

A coat of Knu-Lac applied to any Ford Top of Rubber or Imitation Leather will positively waterproof and re-rubberize it. Gives it original pliability and wearing quality, producing a rich, gloss black, durable finish.

Pints, 75c; quarts, $1.35

Dull-lac Non-Gloss Dressing

For all Leather and Pantasote tops—weatherproofs and re-rubberizes—softens and preserves the material, giving it a rich, egg-shell, non-gloss finish.

Pints, 85c; quarts, $1.50

Mfg. Company
Canada

Distributors:

Codere & Fils Ltd., 161 Wellington, Sherbrooke, Que.; McKee Sales & Service Co., 11 King St., Sherbrooke, Que.; Canada Auto Parts Co., 96 St. Lawrence Blvd., Montreal, Que.; Toronto Auto Accessory House, 598 Yonge St., Toronto, Ont.; Conboy Carriage Co., Don and Queen St. E., Toronto, Ont.; Automotive Equipment Ltd., 101 Church St., Toronto, Ont.; Wilson Auto Specialties Co., 19 E. Jackson St., Hamilton, Ont.; J. McLaren, 330 Dundas St., London, Ont.; J. H. Ashdown Hdwe. Co., Ltd., Bannatyne Ave., Winnipeg, Man.; D. Ackland & Son, Ltd., Winnipeg, Man.; Lyon Paint & Glass Co., Albert Bldg., Winnipeg, Man.; Cushman Motor Co. of Canada, Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

"RELIABLE" JACKS

THESE famous Jacks are all that their name implies. They are supplied as standard equipment by the great majority of Automobile and Truck Manufacturers. There are more than eight million "Reliable" Jacks in active service.

Made throughout of the choicest grades of Cold Rolled Steel and Malleable Iron. It costs more to make "Reliable" Jacks, but they stay sold when once you sell them. There is a "Reliable" Jack suitable for every type of car made.

As with all C. G. E. Automobile Accessories, "Reliable" Jacks are a quality proposition. They are the best that can be procured. We unhesitatingly commend them to our customers.

"Tested For Service"

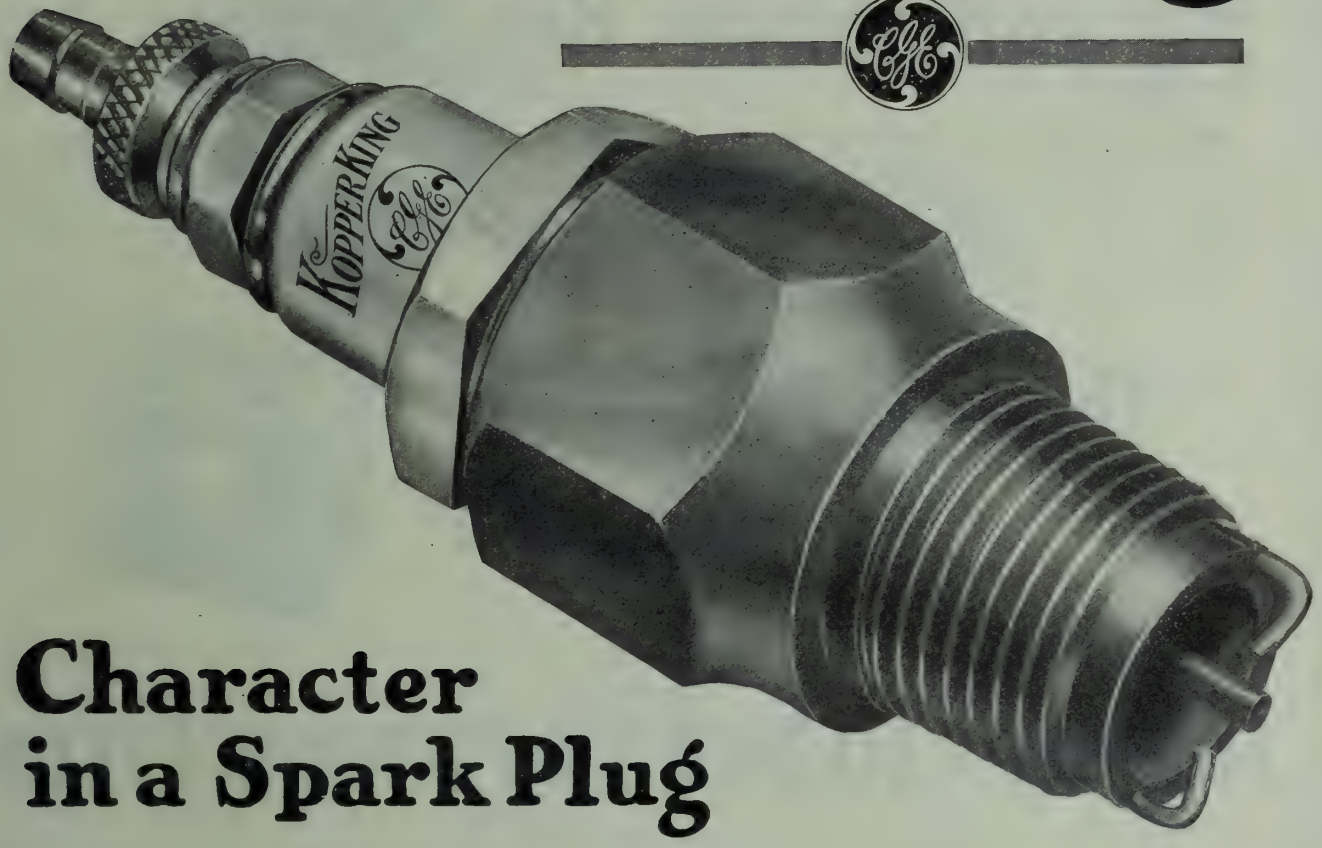
Canadian General Electric Co., Limited

Head Office TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested, tear out this page and keep with letters to be answered.

Kopper King



Character in a Spark Plug

FIRING the gas vapor, driving down the piston-head hour after hour with an exploding sheet of flame, demands character—not mere metal and insulation—but character expressed in design, in construction methods and workmanship.

The Kopper King is a prestige builder. Incidentally, it shows the Dealer a greater margin of profit than any competing plug. The Rust-proof Copper Surface prevents Carbon deposits; carbon will not adhere to copper under Electrical Heat. The Kopper King is without a peer among Spark Plugs. It is a quality plug from first to last.

C.G.E. Automobile Accessories are "Tested for Service"

Canadian General Electric Company, Ltd.

Head Office - TORONTO

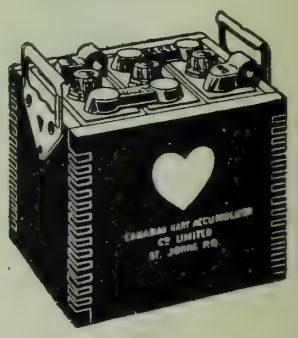
Branch Offices: Montreal, Sherbrooke, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver, and Victoria.

If interested, tear out this page and keep with letters to be answered.

Save Your Customers Trouble and make Big Money

Hart Batteries always have plenty of pep to turn your motor over and have reserve power left. Canadian-made from start to finish, it is the battery Canadians should buy. If you are not already handling the Hart Battery, write us at once for prices and terms.

The Hart Battery is Dependable



It's Easy to Sell Partridge Tires

Wherever you go you'll find motorists have great respect for Partridge Tires. Mileage and freedom from trouble have made Partridge Tires favorites with many motorists. We can make immediate delivery.

Tubes, Interliners, Patches, Varnishes, Tire Carriers, Electric Bulbs, Tire Covers.

At the Exhibition

Call and See Us While at the Fair

Remember the Place—Under the Grand Stand

There will be a lot of Hardware men at our exhibit at the Exhibition; come and meet them.

Samuel Trees & Co., Limited

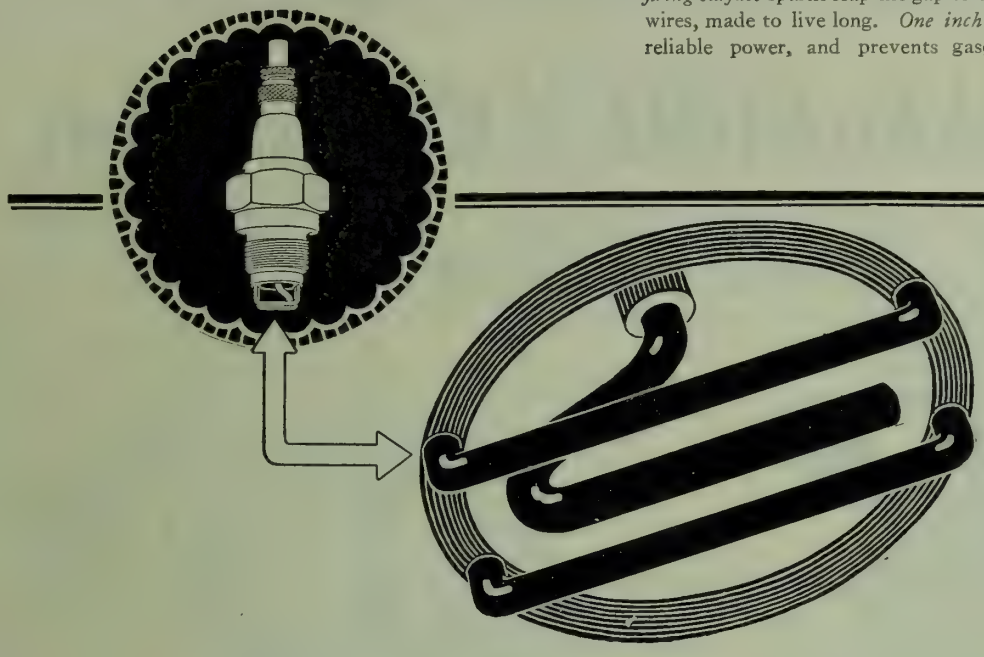
Wholesalers of High Grade Auto Accessories

42 Wellington St. E. - Toronto

If interested tear out this page and place with letters to be answered.

ONE INCH FIRING SURFACE

This shows the central electrode, from whose *one inch firing surface* sparks leap the gap to the stout right and left wires, made to live long. *One inch firing surface* insures reliable power, and prevents gasoline-formed carbon.



Canadian Money at Par

Leaping the gap to right and left, sparks hiss from the *one inch firing surface* in Fyrac, and fall not upon a single-point, but upon an inch of surpassingly durable wire, every point of which need withstand only a small fraction of the shock that shrivels the solitary point in the ordinary plug.

One glance at a Fyrac tells this whole story to the motorist.

It means continuously smooth operation—and he buys.

FYRAC MANUFACTURING CO., *Rockford, Ill.*

Canadian Department
Campbell Agencies, 350 McKinnon Building
Toronto, Canada

Export Department, 336 Whitehall Bldg., New York, U. S. A.

FYRAC
Spark PLUGS

If interested tear out this page and place with letters to be answered.

Unprecedented Demand
for
Automotive Equipment

THE Automobile Industry is now regarded as the second largest on the continent. Therefore, dealers are optimistic regarding the future sales of Automotive Equipment. They report an unprecedented demand for Equipment and Supplies, especially of articles that cater to the welfare of car owners, by adding to the beauty of their cars, or to the comfort and convenience of automobiling.

RIE NIE Rubber-Fabric Fan Belts

RIE NIE Fabric Fan Belts have enough give to be self-adjustable, all permanent stretch having been removed. They are built to hug the pulley and will not ride up over the edge or slip.

Special treatment of the fabric in these belts makes them oil, heat, and waterproof, also non-slipping.

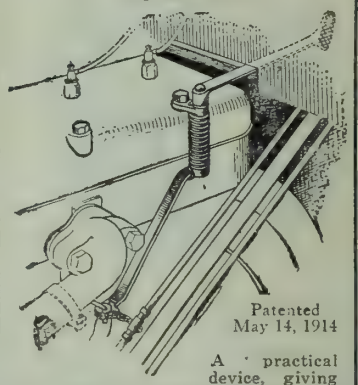
No. 6477—Price, 1911-16 Fords $0.50

No. 6478—Price, 1917-20 Fords 55

THE HYSLOP LINE

ensures the dealer unlimited business possibilities. This line has won the approval of the great bulk of Canadian car owners, because every item placed on the market represents quality and utmost value in service. Any dealer who keeps a well-balanced Hyslop line is sure to capture the business in his territory, besides receiving handsome profits and making permanent customers. Sell the Hyslop line exclusively.

Adamson Foot Accelerator For Fords

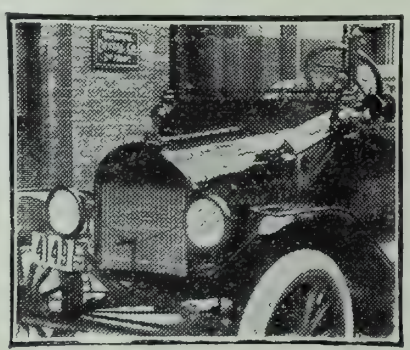


Patented May 14, 1914

A practical device, giving the operator complete control of the throttle with the foot. It operates entirely independent of the hand throttle. Same as that regularly used on all other cars and is of equal convenience to the Ford driver.

No fitting or altering whatever is necessary, so simple anyone can install it.

No. 6447—Price $2.00



A De Luxe Combination Streamline Hood and Radiator Mask

Adds wonderfully to the appearance, value and efficiency of any 1912 to 1916 Ford, showing outfit mounted on a 1915 Ford Car. Note the transformation.

The patented De Luxe Streamline Hood and Radiator Mask is the most distinctive and exclusive outfit for Ford Cars on the market. The front of radiator section is nicely pressed or rounded out, both top sides and bottom.

The hood is perfectly plain on top, the sides being rather low, leaving the perfect streamline from dash to front of radiator. Sufficient louvers are made for ventilation.

Made of heavy steel, and finished in a double coat of glossy enamel. Will outlast the life of the car.

No. 6422—Price, for 1911-1914 Fords with flat dash..... $17.00
No. 6423—Price, for 1915-1916 Fords with Cowl dash..... 17.00

Exhibition Message to Dealers

See our display at the Hyslop Booth in the Automobile Accessories Building August 28th to September 11th, 1920.
Your visit to the Toronto Exhibition will be incomplete unless you pay a visit to our headquarters. Here you will see the largest and most up-to-date building in Canada devoted to the sale and distribution of Automotive Equipment.
Our salesmen will be on hand to conduct you through our premises and you will observe at your leisure the magnitude of our stocks and the facilities for giving prompt attention to all orders for Equipment and Supplies.

HYSLOP BROTHERS LIMITED

Shuter & Victoria Sts., TORONTO, ONT., Opposite Massey Hall

If interested tear out this page and place with letters to be answered.

Here They Are....

AMES HOLDEN TIRES

"Universal" Tread

AHM System

Dependable tires.

Tires built to furnish satisfactory mileage.

Tires you can sell and recommend, protected by the Ames-Holden *guarantee* that assures the customer a tire free from imperfections in material and workmanship.

Made in the following sizes: Clincher, 30 x 3½ and 31 x 4; Straight Side, 32 x 4, 33 x 4 and 34 x 4.

GREY AND RED TUBES

Dealers! Price list and sample section will be sent you on request.

AMES HOLDEN McCREADY LIMITED

HALIFAX ST. JOHN QUEBEC MONTREAL OTTAWA
TORONTO LONDON WINNIPEG REGINA SASKATOON
EDMONTON CALGARY VANCOUVER

If interested tear out this page and place with letters to be answered.

CONC

Buy Made-in-Canada Bumpers

No. 1018 $12.00

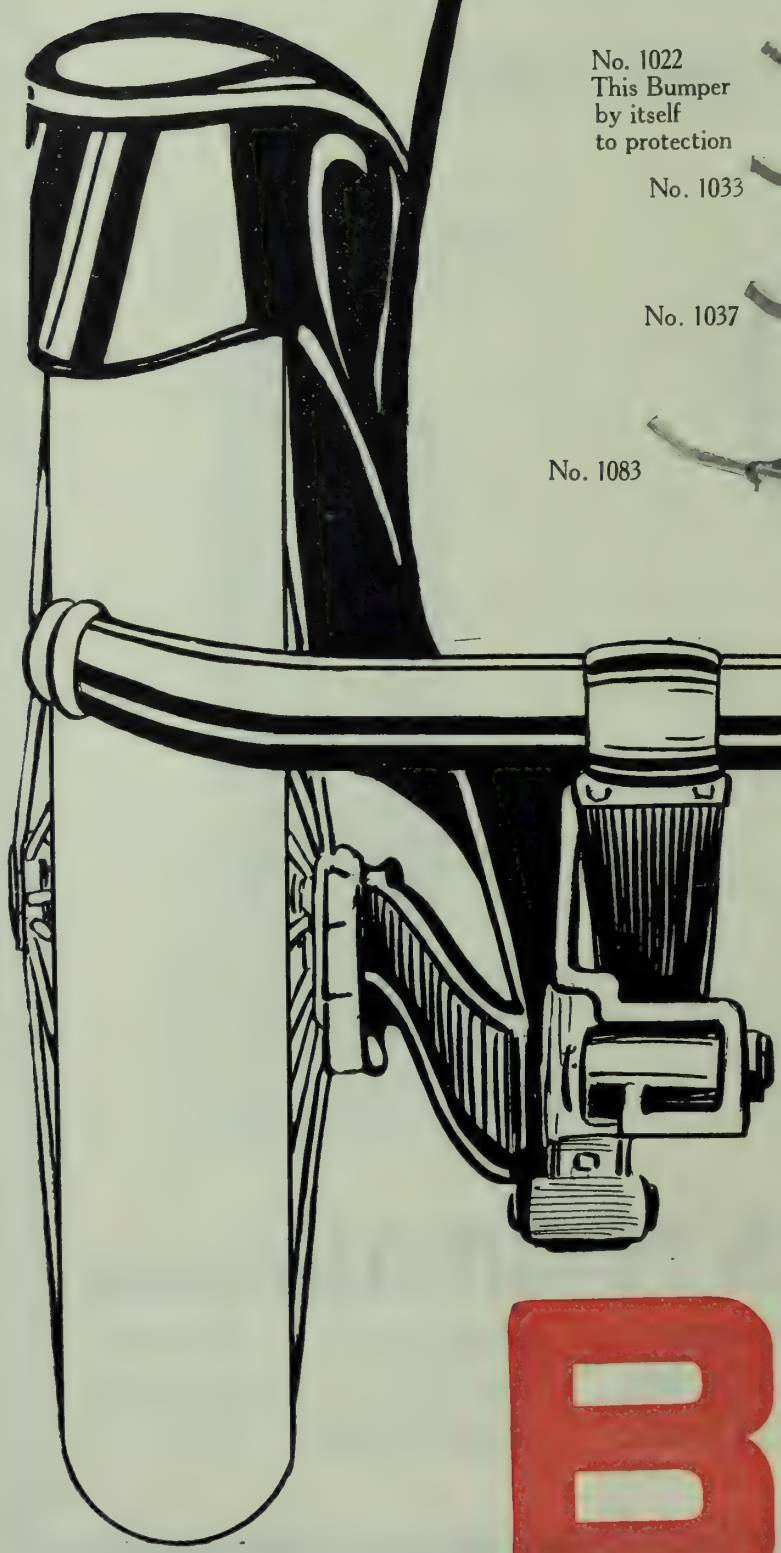
No. 1022 This Bumper by itself to protection $14.00 is in a class when it comes of your car

No. 1033 $14.00

No. 1037 $17.00

No. 1083

Fora Bumper $9.00



The Concrete

Windsor

BUM

RETE

Fills a Special Want

Of course the hardwareman finds everything booming in automotive accessory lines, but probably much of the remarkable success of Concrete Bumper sales has been due to their filling an already existing want—they found the demand waiting for them.

We make 72 styles of Concrete Bumpers. A special feature for salesmaking is our celebrated Concrete-filled Rod Bumper with 3-leaf V-Bolt attachments.

Our line consists of our celebrated Concrete Filled Rod Bumper and Spring Steel Rod Bumpers. Channel, Hexagon Channel and Diamond Rod Bumpers in all sizes are available. Write for catalog to-day.

See our Exhibit of Bumpers and compare our prices with those you are paying.

In the Accessory Building, Canadian National Exhibition, Aug. 28 to Sept. 11, Toronto, Canada.

Concrete Bumpers are a Necessity—Not a Fad

Bumper Co.

Canada

PERS

We have Created the Demand You Only Need to Supply It

For years we have been building a reputation for the dependability of Champion Spark Plugs. To-day "Champion" on the insulator of a spark plug is the world's synonym for dependability.

Spark plug users have come to realize that "Champion" means satisfactory, efficient spark plug service.

Champion "Heavy Stone"

B-13, ½-inch B-53, ⅞-18 long
B-43, ⅞-inch, 18 B-73, ¾-inch
B-83,¾-in. long

Price $1.25

Specially adapted for heavy service cars, tractors, trucks, farm and stationary engines.

Champion

Dependable Spark Plugs

have been selected as regular factory equipment by over 300 manufacturers of automobiles, trucks, tractors, farm and stationary engines, motor boats, and motor cycles in Canada and the United States.

The demand for "Champions" is already established. All you have to do is to supply that demand, and take your share of the business our advertising has created for you.

Keep your stock of Champions complete that you may be able to, at all times, supply the demand.

Champion Spark Plug Co. of Canada, Limited

Windsor, Ontario

Largest factory in Canada making Spark Plugs exclusively and the only factory making "Champions"

109

If interested, tear out this page and keep with letters to be answered.

K-9 Adjustable Wrench

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

A Business-Building Line

THE dealer who sells Mossberg Tools not only makes a good profit—he gets a quick turnover on his stock and builds up his trade through satisfied customers.

The completeness of the Mossberg line makes the possibility of a sale greater. There is a wrench or tool for every purpose.

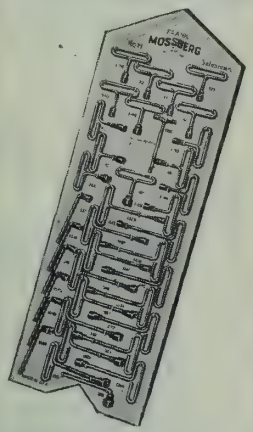
The garage man, the motorist, the expert mechanic, each with his individual requirements, may find the right wrench among your Mossberg stock.

The Mossberg reputation for strength and service helps you to make your sales—it builds your business.

Write for complete 1920 catalog.

WALTER I. TUTTLE, *President and General Manager.*
FRANK T. CHASE, *Treasurer and Sales Manager.*
EVERETT L. FORD, *Secretary and Superintendent.*

"600" Board, Assortment of Necessities for Fords



"B" Board of Mossberg Indestructible All Steel Socket Wrenches

FRANK MOSSBERG COMPANY

WRENCHSMITHS FOR 20 YEARS

LAMB STREET

ATTLEBORO, MASSACHUSETTS

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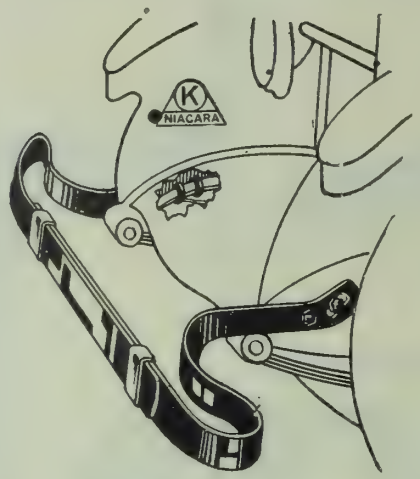


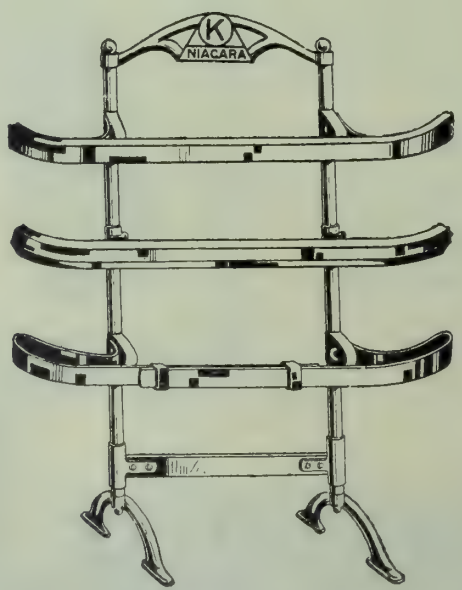
PATENTED RESILIENT Lyon Bumpers

Even one accident will cost more than a "LYON" Bumper, and this resilient bumper springs back into shape after any ordinary shock, and is again ready for protecting the car.

"KABEE" PATENTED SPRING-ARM CHANNEL BUMPERS

Afford better protection than any ordinary channel bumper. The patented resilient arms help to absorb the shock.

Both "LYON" and "KABEE" Bumpers are made to fit all cars.



Our Display Stand for Bumpers Helps You to Do Business

EVERY CAR

in your district, whether new or old, should be equipped with a good Bumper. Here is a chance to do your customer a good turn and at the same time to earn a profit.

Write for Catalogue.

Kinzinger, Bruce & Co., Ltd.
Sole Manufacturers
Niagara Falls, Canada

If interested tear out this page and place with letters to be answered.

LION Brake-Linings for FORD CARS

If you handle brake-linings you should stock a line that moves quickly.

LION BRAKE-LININGS for Ford cars give satisfaction to everyone, from the jobber to the consumer.

They are specially treated to prolong wear, to avoid "running smooth," to prevent chattering, giving wonderful resistance and a SURE, SMOOTH, SILENT grip.

Individual sets, complete with copper rivets put up in attractive cartons. Also put up in 100-foot rolls for garage trade.

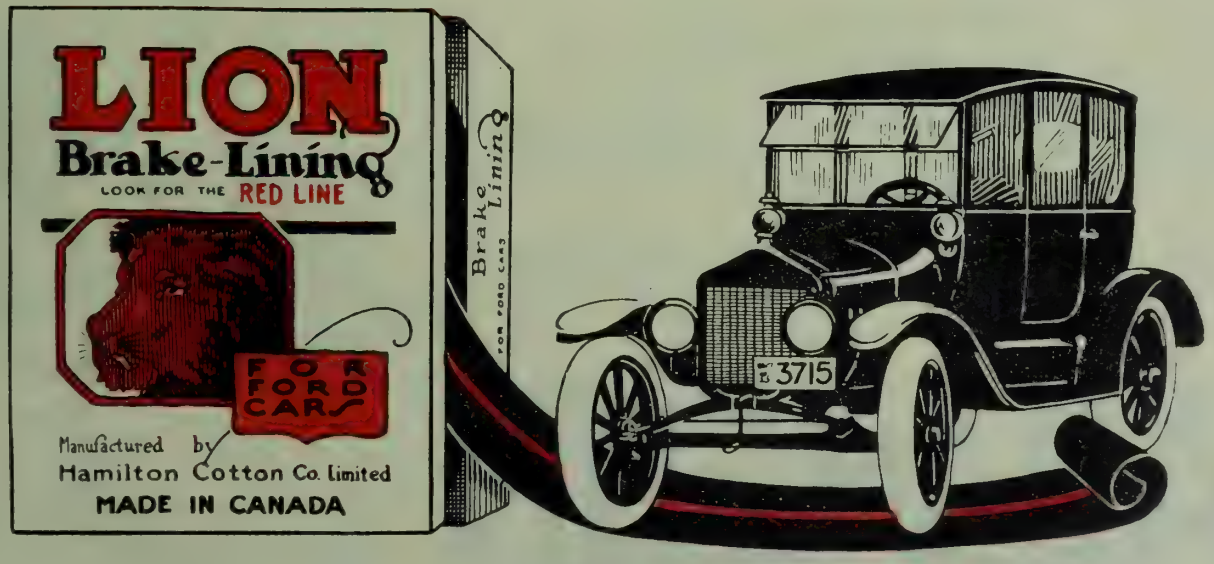
For sale by the leading accessory jobbers.

MADE IN CANADA BY

THE HAMILTON COTTON COMPANY, LIMITED

Hamilton, Ontario

Look for the RED LINE



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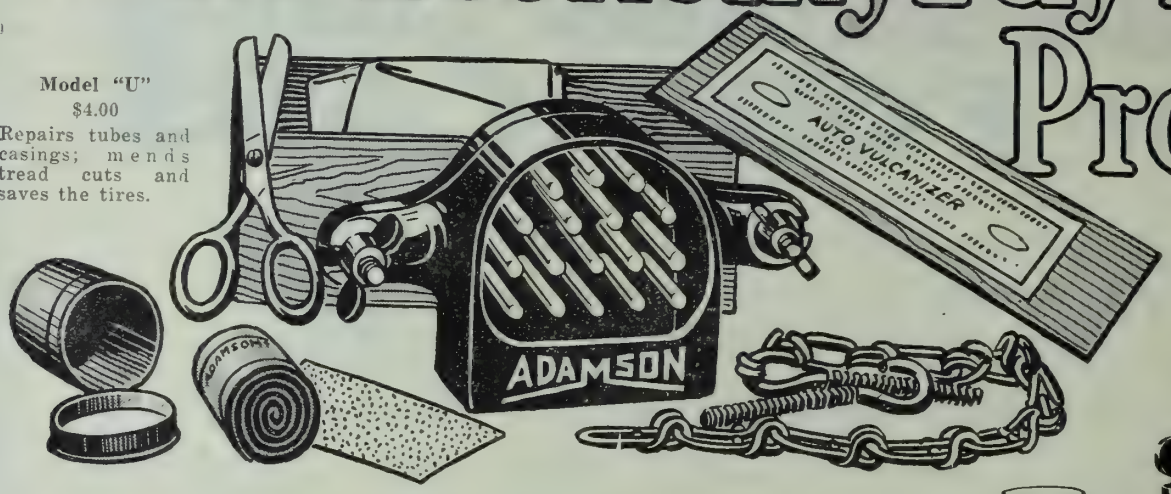
Make Economy Pay YOU Profit!



Model "U"
$4.00
Repairs tubes and casings; mends tread cuts and saves the tires.

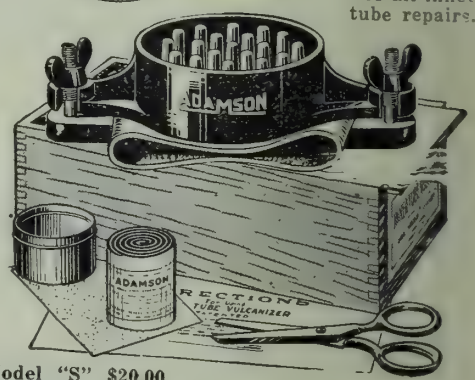
Model "E" $1.75
Repairs tube punctures in five minutes. Uses Adamson Dry Fuel or gasoline.

Model "T"
$3.00
For all inner tube repairs.

Every motorist is seeking a way to make his casings and tubes last longer, and protect himself against the rising costs and threatened shortage of new tires.

Adamsons best meet this increasing demand because they not only mend *tubes,* but vulcanize cuts and abrasions in the *casings,* and keep moisture and dirt from getting into the fabric and destroying the tire. That means thousands of miles more tire service at the cost of a few cents.

Profit by this opportunity. Display and sell the Adamson line—a vulcanizer for every repair a motorist can make; surest in results and cheapest to buy and use; all models burn common gasoline, the fuel that is always dependable and easy to get.

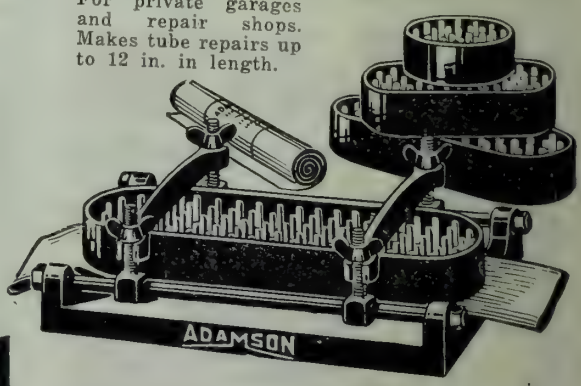


Model "S" $20.00
For private garages and repair shops. Makes tube repairs up to 12 in. in length.

Write for Store Displays and Dealer Helps.

ADAMSON MFG. COMPANY
Hamilton, Canada

We also make Brake Shoes, Lined and Unlined, and Cut Outs and Accelerators for Ford Cars.



ADAMSON

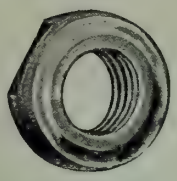
THE COMPLETE LINE OF
VULCANIZERS

Adamson Repair Gum
Essential for best results with any portable vulcanizer.

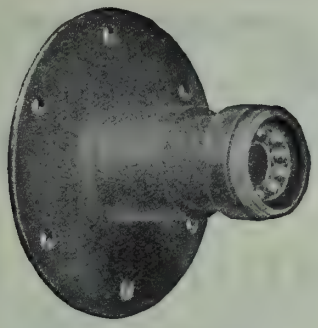
We are sole manufacturers of Scoville's Perfection Faucets.

If interested, tear out this page and keep with letters to be answered.

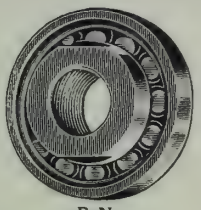
Burgess-Norton Mfg. Co., B–N Geneva, Illinois, U. S. A.



No. F2705–Rt. Adj. Cone
No. F2606–Lt. Adj. Cone



No. F2804–Small Ball Race
No. F2805–Large Ball Race
No. F2804D–New Style Small Deep Ball Race

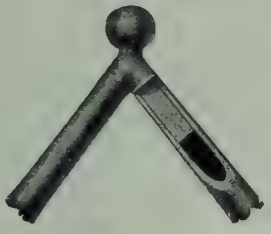


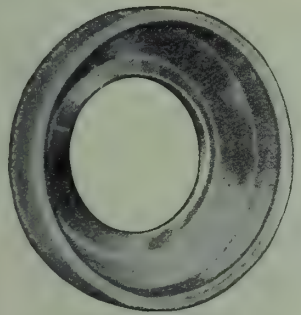
B-N

No. F2709–Lock Washer

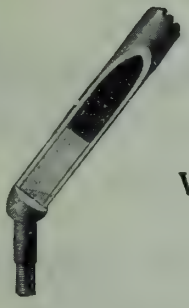
Cross Section

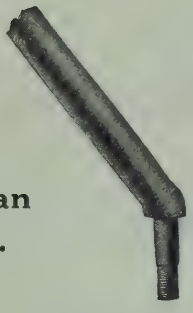
10,000 Mile "B-N Longlife" Bearing for Fords and Chevrolets.





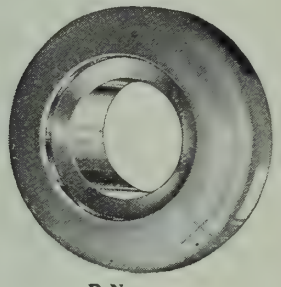
No. F2803 C-Front Hub an Bearing Assembly.
Malleable and carefully machined.
Complete with bearings, dust cap, etc.





B-N
Ford Radius Rod

We accept Canadian cheques at par.



B-N

Automobile Accessories
That Pull Sales

The B-N Ford Radius Rod is rightly designed and practical. The Ford "Wishbone" is of tapered tubing with drop-forged ends. Forgings carefully machined and threaded. Ends correct length and finished. Ford and Chevrolet parts that are made better with quality-first in mind. Interchangeable Ford and Chevrolet front-wheel bearing parts. Finished in black enamel and weigh 7½ lbs. each. Packed six in a bundle, or twenty-five in a crate or box.

B-N Ford and Chevrolet Parts consist of Hubs, Small Ball Retainer, Large Ball Retainer, Lock Washer, Small Ball Race, Large Ball Race, Stationary Cone, Right and Left Adjustment Cones. The illustration shows the general arrangement, or assembly, of the parts in a front hub.

Piston Pins

Dealers find it necessary and profitable to carry Piston Pins along with rings and pistons. There is always a demand for them. "B-N" pins are made by a patented process, and guaranteed to be perfect in every respect. Send for our booklet of Piston Pin specifications.

Dealers: Buy "B-N" Automobile parts from these jobbers:

MONTREAL
Crown Cycle & Motor Co.
Starke-Seybold Ltd.

KINGSTON
A. Chown & Co.

OTTAWA
Keyes Supply Co., Ltd.

TORONTO
Automotive Equipment Co.

Burgess-Norton Mfg. Co., B–N Geneva, Illinois, U. S. A.

If interested, tear out this page and keep with letters to be answered.

LOCKTITE
TIRE PATCHING MATERIAL

Is Now Standard Equipment On These Cars and Trucks

FORD (U.S.)	*CHALMERS*
FORD (Canada)	*ESSEX*
DODGE	*SAXON*
JORDAN	*MAXWELL*
LIBERTY	*MAIBOHM*
HUDSON	*STUDEBAKER (Canada)*
KLINE	*STUDEBAKER (U.S.)*
BUICK	*COLUMBIA*
OAKLAND	*DORT*
PAIGE	*SCRIPPS-BOOTH*

TRUCKS: NASH and REPUBLIC

22 of the leading car and truck manufac- turers of the United States and Canada have proven Locktite Tire Patching Material the best by every conceivable test of actual road performance and factory laboratory analyzation.

The unmatched merit of Locktite Tire Patching Material is an established fact. You can conscientiously sell and recommend Locktite. It's guaranteed.

2,000,000 new cars and trucks will this year leave their factories with Locktite Tire Patching Material in their tool kits. That means many times more than two millions "over the counter sales" within the same period of time.

Are you supplied with Locktite? Can you meet this repeat order demand? Will you get your share of Locktite profits?

Write us for literature explaining the "Locktite Kit." It's the handiest, easiest selling, cold patch tire outfit on the market.

Send Us the Name of Your Jobber.

Detroit Michigan **LOCKTITE PATCH CO.** Windsor Canada

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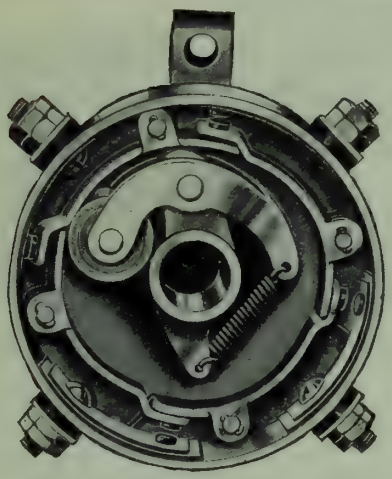
Tremendous Sales Record

Duplex Timer for Double Duty — a Masterpiece Timer — Fords

The Timer That Times All The Time It Never Misses



PATENT APPL'D. FOR.

The Duplex Timer Ends All Timer Troubles Forever

Efficiency and Sales

The tremendous sales record the Duplex Magneto Break Timer has made is proof of the wonderful efficiency and economy of this popular accessory.

The Duplex has many reasons for being popular, both as a sales-maker for the dealer and a money-saver for the motorist.

Magneto Contact

The **magneto contact** of the DUPLEX **Timer** gives to each cylinder a **direct contact** between two genuine Tungsten points, timed by the accuracy of the single roller. In the DUPLEX we have combined the accurate firing of the roller type, and the superior contact of the magneto, and give you the Double Duty Timer.

The Duplex gives a big, healthy spark, perfectly and regularly timed on all four cylinders.

The Duplex Timer never misses fire. It maintains itself at all speeds. This makes high acceleration possible, while at the same time the motor pulls its full load at extremely low speed and may be throttled to a point where it barely turns over when running idle.

Contains no sliding contacts to become insulated with oil. No oiling is required.

Overcomes all starting troubles—makes starting in any weather quick and easy.

Write Your Jobber To-day

Franco-British Supply Company

Winnipeg **356 Main St.** **Manitoba**

Ten Reasons why

IVER JOHNSON SAFETY—AUTOMATIC REVOLVERS

are easy to Sell:

1. The Safety Device—You can "Hammer the Hammer" or throw the revolver on the floor—it can be discharged only by pulling the trigger all the way back.
2. The Safety Action demands no thought from the user—there is nothing for him to remember to do to make it safe—the safety is automatic.
3. All springs are made of drawn-tempered piano wire—practically non-breakable.
4. Perfect rifling of the barrel—the accuracy and penetration depend on this rifling.
5. True alignment of barrel and cylinder make for greater penetration and accuracy.
6. Smoothness and speed of action—the result of simplicity of parts and absence of friction.
7. Quality of materials used—the finest.
8. No delicate, complicated parts to break or get out of order.
9. Complete range of models and sizes.
10. Moderately priced.

Stock the entire line—22, 32, 32 special, and 38 calibers, Hammer and Hammerless Models with Regular, Perfect Rubber, and Western Walnut grips.

Why not stock Iver Johnson shotguns, too? Then you can capitalize on the entire Iver Johnson line of firearms.

Send for free catalogs which show the entire line of Iver Johnson firearms. Complete dealer information will be sent you. Write for information on bicycles and motorcycles, too

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River St., Fitchburg, Mass.
99 Chambers Street, New York **717 Market Street, San Francisco**

"The Safe Revolver to Sell"

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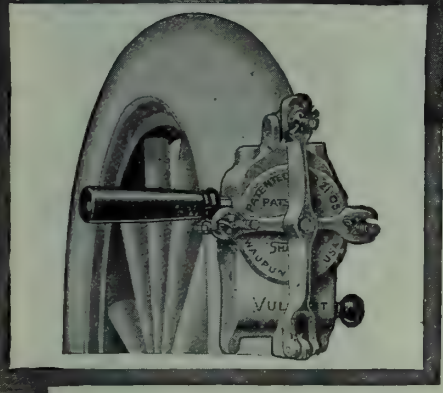


"—saves two-thirds of my Tire Expense"

"Once a week I go over my tires—and seal the little holes and cuts that ruin tires by permitting dirt, oil and water to reach and rot fabric. With the SHALER Vul-Kit I 'vulcanize' these holes with tough, new rubber that makes a lasting job of it. It takes only a few minutes—but keeps my tires good as new—prevents tire trouble—*doubles* my mileage—and actually saves ⅔ of my tire expense."

Sell the SHALER VUL-KIT

It's easy to sell. Motorists are looking for a tire-saver like this. Their word-of-mouth endorsement of the SHALER to their friends gives you a chain of sales. The repair material they buy of you to use with this vulcanizer gives you "repeat" profits that come to you regularly—without effort. You make a good profit selling the Vul-Kit itself and big, steady "repeat sale" profits.

SHALER Vulcanizers are advertised regularly throughout the year. Motorists are now reading the large, dominant advertisements in the leading national and motorist publications. Every car-owner needs a SHALER Vul-Kit—sell it to him and make these big steady profits for your self.

Order From Your Jobber Now—Write Us for Catalog

of the complete line of SHALER Vulcanizers for garages, tire repair shops and motorists' use.

C. A. SHALER CO., 1508 Fourth St., Waupun, Wis., U.S.A.

Oldest and Largest Manufacturers of Vulcanizers in the World

If interested tear out this page and place with letters to be answered.

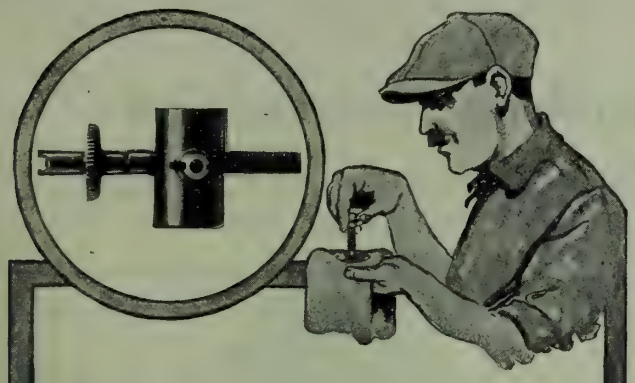
Northern Electric

AUTOMOTIVE ~ EQUIPMENT

Thirteen distributing houses render a Coast to Coast service; supplying, with promptitude and intelligence, the Automotive Equipment needs of the Dominion.

Located in your locality is a *Northern Electric* outlet - Use it.

If interested tear out this page and place with letters to be answered.



First Aid to Damaged Valves

DON'T throw away the tube because the thread of the valve is injured. Repair it in a few minutes with this handy Schrader Universal 5 in 1 tool. It consists of: Tap, Die, Valve-inside Remover, Reamer, and Deflater. With it you can remove insides from valve stems, repair damaged cap threads, re-tap inside thread, ream damaged cap seat, deflate tubes. It will save you many dollars and yet costs only 45 cents anywhere in Canada.

Made in Canada by

A. SCHRADER'S SON, INC.
334 East King Street, Toronto
London, Eng., New York, Chicago

SCHRADER UNIVERSAL VALVE REPAIR TOOL

Spring Shackle Bolts

For Grease, Oil or Tapped-in Head for either Grease or Oil Cup

Complete Line of

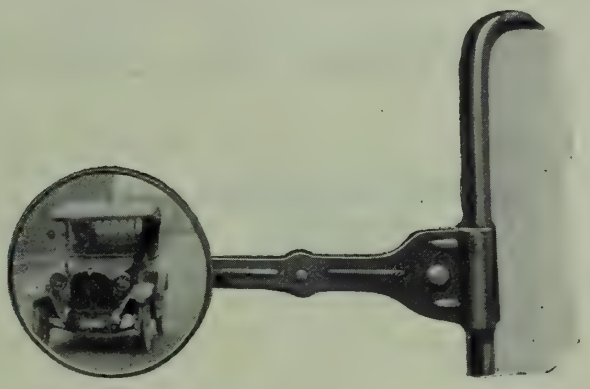
Pressed Steel and Brass Grease Cups; Oil-hole Covers and Oil Cups, Brass Pattern Makers' Dowel Pins.

Write To-day for Catalogue and Prices.

Cap Closed Oil Bolt | "C" Oiler | Plain Compression | "D" Oiler | Cap Open Oil Bolt

Grease Bolt

THE CANADIAN WINKLEY CO., LTD.
WINDSOR, ONTARIO



Take a "Hindview" of Your Business

Big demands for certain accessories have developed almost over night. Many which you were reluctant to add to your line turned out to be money makers. Some, which you did not put on at all, earned profits for your competitors.

"Hindview" dealers are making their biggest profits right now. Traffic everywhere is congested—not only in the cities, but on the country roads. Two years ago the Auto Mirror was considered a fad; to-day motorists everywhere realize that it is not only a convenience, but a big factor of safety. In addition, Province of Ontario has passed a law requiring Auto-Mirrors. Perhaps your province will be the next.

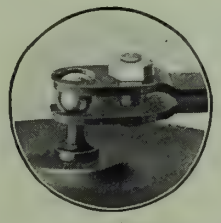
Count the number of automobiles equipped with Auto Mirrors. Remember that these mirrors have been sold by dealers—for rarely is an Auto Mirror included in the standard equipment of a motor car to-day. Then figure the profit you can make supplying this enormous and ever-increasing demand!

KALES

Hindview

AUTO MIRRORS

are substantially made—guaranteed to be free from defects, and absolutely waterproof. There is a type for every purpose, on every passenger car or truck.



The Ball Joint—an exclusive "Hindview" feature—allows the driver to tilt his mirror instantly to any angle desired. The ball is made of brass, gripped firmly by the jaws of the arm. Vibration cannot disturb the position of the mirror.

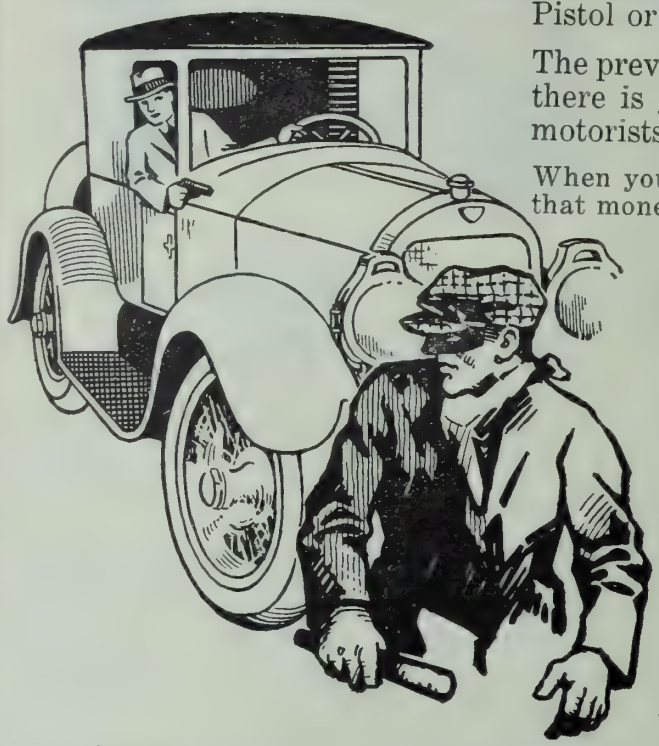
The Ball Joint, plate glass mirror, heavy clamp, waterproof back—all are "common sense" features of the "Hindview" mirror which recommend it instantly to customers. The Auto Mirror will undoubtedly be one of the biggest selling accessories this fall. Don't wait—ask your jobber, or write.

Kales Stamping Co., Limited
63 Walker Road Walkerville, Ont.

If interested tear out this page and place with letters to be answered.

When You Sell Automobile Accessories

Suggest to the car owner that he needs the essential protection of a Colt Automatic Pistol or Colt Revolver for his trips at night.



The prevalence of auto bandits would make it seem that there is great need for real resistance on the part of motorists.

When you sell a man a Colt—you are giving him the best that money can buy.

COLT'S
FIRE ARMS

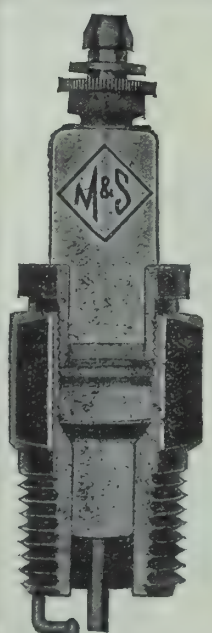
COLT'S PATENT FIRE ARMS MFG. CO.
HARTFORD, CONN.

Manufacturers of

Colt's Revolvers — Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Guns
Colt's (Browning) Automatic Machine Rifles

Illustrated Printed Matter Mailed Free On Request

Canadian Representatives:
A. MACFARLANE & CO., LIMITED, Coristine Bldg., MONTREAL, CANADA



The Plug with the Hotter Spark

M&S

The ball point of the "M&S" spark plug concentrates the current and intensifies the heat. This gives a sure, hot spark—producing better combustion and greater power.

The "M&S" plug is made in all styles to suit every make of car—it is standard equipment on the popular new Overland "4."

The "M&S" plug is made in Canada and guaranteed to give complete satisfaction.

Dealers:—Ask your jobber for the "M&S" plug.

No.	Models
500	½" Standard
501	⅞" Standard
502	⅞" Long
503	⅞" Long with Chevrolet Terminal
506	½" Long
504	Regular Porcelain
505	Chevrolet Porcelain

MACHINE & STAMPING CO., Ltd.
1209 King St. West
Toronto, Ont.

Commercial Dept.
Russell Motor Car Co., Ltd.

25

Removing Broken Ford Cylinder Bolts

A popular seller with all Ford owners. This set removes broken cylinder head bolts quickly—a frequent job on a Ford. Not necessary to take off cylinder head, for special guide holds drill accurately to line. Set consists of drill, guide and tap.

Send for Catalog 86-M.C.

Stevens & Company
375 Broadway, New York City

STEVENS PRODUCTS

The easiest way to remove tires from split rims. Fits all types of cross cut demountable rims. Collapses, holds rim collapsed while changing and forces rim back on tire again.

Price $6.00

Sold by

NORTHERN ELECTRIC CO., Ltd.

Montreal, Quebec, Toronto, Winnipeg, Calgary, Edmonton, Halifax, Ottawa, London, Regina

If interested, tear out this page and keep with letters to be answered.

Automotive Accessories

International Service

Combined Buying

means increased profits. You save time and trouble by combining orders to us for all your requirements. We feature duplicate parts for popular cars such as Ford and Chevrolet. You can depend on us for shop equipment of power and hand tools. To attempt purchasing these lines from different factories, means extra expense in time and money. We can supply you with everything for motor cars and trucks, and can make quick, complete shipments from stock.

Established in 1896, the B-R Co. service is based on 24 years' experience.

Tools and Hardware, Garage Equipment, Bicycles and Tires, Cycle Supplies.

Write for Prices, Terms and Catalog. Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches—New York, San Francisco, Detroit, Pittsburgh and Kansas City. Cable Address—"Beckley." Codes—A.B.C. 5th Edition and Western Union.

GOOD SELLERS THAT--

PLEASE ALL USERS

Apollo

You couldn't keep these Plugs in stock, no matter how you pass them over. They just sell themselves because the demand for them is established.

We are getting a move on these Plugs that would surprise you. Apollo Agents are doing big business and building up a reputation by helping us to boom Apollos. Create the sweet music of jingling profits to-day.

You can safely back this Plug because it's built for the hundred thousand-mile grind, and we stand back of you with co-operation that means profits.

The agency proposition will be sent direct from our Colonial Sales Dept., if you drop them a line.

THE APOLLO L.C.B. ½" GAS FORD MODEL.
PRICE IN GREAT BRITAIN, 5/- EACH.

APOLLO PLUG MFG. CO., LIMITED, BIRMINGHAM
Telegrams "APOLLO, Birmingham"
Telephone Midland 278

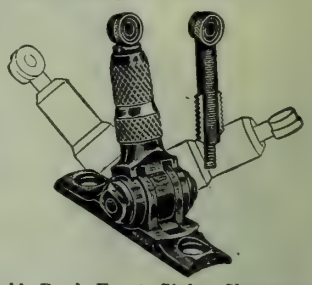
84a GT. TITCHFIELD STREET, LONDON, W. 1
Telegrams "UGORNAPOL, Wesdo, London."
Telephone Museum 6281

If interested, tear out this page and keep with letters to be answered.

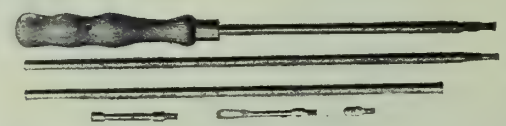
There's A Growing Demand For MARBLE'S Gun Sights and Cleaning Implements

All outdoor magazines carry Marble's advertising; that sends customers to Marble's dealers. Every village and city is organizing rifle clubs for young and old, increasing the demand for sights and cleaning implements.

Marble's Safety Pocket and Camp Axes, Hunting Knives, Compasses, Fish Gaff and Waterproof Matchbox are year-round sellers.



Marble's Flexible Rear Sight—A universal favorite; known wherever guns are fired as a **perfect rear sight.** Can't be injured by blows or shocks. List price (2 discs furnished), $3.60.



Jointed Rifle Rod — When screwed together it's as solid as a one-piece rod — can't wobble, bend or break. 3 brass sections, 2 steel joints, steel swivel at end. May be had in brass or steel—26, 30 and 34 in. long. List price, $1.10.

Sheard Gold Bead Front Sight—Shows up fine in dark timber—will not blur in bright light. $1.65.

Marble's Standard Front Sight—Makes dawn or twilight shots certain—choice of ivory or gold bead. 1/16, 3/32, or ⅛ in. $1.10.

Rifle Cleaner—Removes all lead, rust, powder, residue—sections of softest brass gauze washers on steel wire—won't injure finest gun. Fits all standard rods. List price, 55c.

Shotgun Cleaner—Same construction as rifle cleaner. List price, 85c.

Marble's Improved Front Sight — Enables shooter to make accurate shots at any range without adjusting rear sight. Choice of 1/16 or 3/32 ivory or gold bead. $1.10.

These prices are list—liberal dealer's discounts. Order through your jobber—be sure you have Marble's new trade catalog.

MARBLE ARMS & MFG. CO.
5350 Delta Ave. - Gladstone, Mich.

FISHING TACKLE!

Incomparable INCOMPARABLE REGISTERED TRADE MARK. **Brand**

Buyers are respectfully requested to place their orders for early delivery 1921, NOW
Our Mr. Thos. Tully will visit Canada earlier this year, beginning his trip in July, and he hopes to receive a continuance of the kindness and courtesy hitherto extended to him by our many friends in the Dominion.

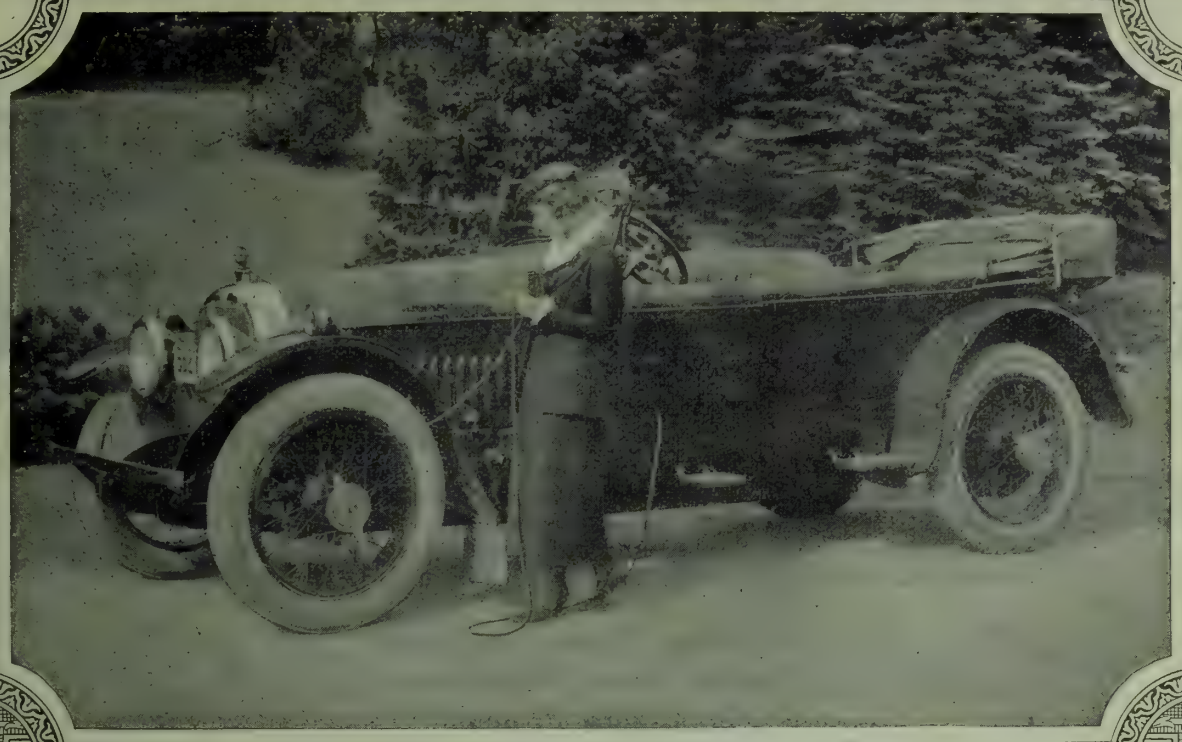
Ludgate, Ryder, Thomas & Co.
Clive Road
Redditch - England
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois.

Increasing Consumption of Your Product Through Dealers' Influence on Customers

When your reputation is thoroughly established, when the value of your organization is fully appreciated by the trade, when your product and its use are fully understood, when distribution seems ideal, the day has come to skillfully direct your continuous advertising on increased consumption of your product through the dealers' influence on customers and sales.

A weekly message through Hardware and Metal—where the whole hardware trade of Canada seeks its business news—will supply the dealer and his clerks with the selling points of your product, the sales plans you have evolved, and furnish the means and inspiration for increasing consumption of your product to your pleasure and profit

If interested tear out this page and place with letters to be answered.



No Motor Car or Motor Truck is completely equipped that is not equipped with a Kellogg Engine-Driven Tire Pump

Leadership

For years the KELLOGG MANUFACTURING COMPANY has enjoyed the distinction of leadership in the manufacture of tire pumps—leadership attained solely on the merits of KELLOGG PUMPS.

Practically all of the leading motor cars and motor trucks manufactured today are equipped with KELLOGG PUMPS.

KELLOGG PUMPS have increased the pleasure of motoring—by reducing delays and inconveniences on the road.

KELLOGG PUMPS have made pneumatic tire trucks possible.

There are no better tire pumps than KELLOGG PUMPS.

WRITE for catalogue of full Kellogg Line and prices.

KELLOGG MANUFACTURING CO., Rochester, N. Y., U. S. A.

KELLOGG TIRE PUMPS

If interested tear out this page and place with letters to be answered.

AUTOMOTIVE MOSCO EQUIPMENT

Standard of the Motor Field

"Mosco" products are manufactured from the finest of materials by the most skilled mechanics in our own big modern factory. They are the best that ingenuity and workmanship can produce. Demand and see that you get "Mosco" equipment—don't be fooled by "Just as good." The dealer who handles "Mosco" stands as a progressive merchant who cares for the good opinion of his customers.

Electrical Fittings, Switches
Trouble Lamps, Dash Lamps
Spotlights, Primers
Valve Grinders
Wheel Pullers
Timers

Mosco products are handled by following Canadian Jobbers:

D. Ackland & Son, Ltd., Winnipeg, Man.

J. H. Ashdown Hardware Co., Winnipeg and branches.

Bowman, Anthony Co., Windsor, Ont.

Bowman Bros., Ltd., Regina and branches.

Canadian Fairbanks-Morse Co., Montreal and branches.

Canadian General Electric Co., Montreal and branches.

The Chapin Co., Calgary, Alta.

A. Chown & Co., Kingston, Ont.

E. Chown & Co., Kingston, Ont.

James Cowan & Co., London, Ont.

Cutten & Foster, Toronto.

Amer Deserres, Montreal.

Great West Saddlery Co., Winnipeg and branches.

Great Western Saddlery Co., Edmonton, Alta.

Hyslop Bros., Ltd., Toronto.

Independent Elec. Co., Ltd., Regina, Sask.

Lamontagne Ltd., Montreal.

Lewis Bros., Ltd., Montreal.

Ludger Gravel & Sons, Montreal.

McLennan & McFeely Co., Vancouver, B.C.

Marshall-Wells Co., Winnipeg and branches.

Merrick-Anderson Co., Winnipeg, Man.

Miller Morse Co., Winnipeg, Man.

Millen's Ltd., Vancouver, B.C.

John Millen & Son, Ltd., Toronto.

John Millen & Sons Co., Montreal.

Motor Car Supply Co., Calgary, Alta.

Motor Products Ltd., Winnipeg, Man.

Northern Electric Co., Montreal and branches.

H. W. Petrie of Montreal, Ltd., Montreal.

Renaud Motor Supply Co., Montreal.

James Walker Hdwe. Co., Ltd., Montreal.

Walker-Vallance Ltd., Hamilton, Ont.

James & Alexander Wood, Hamilton, Ont.

Wood, Vallance Co., Winnipeg, Man.

Wood, Vallance & Leggett, Vancouver, B.C.

Wood, Vallance Ltd., Regina, Sask.

Wood, Vallance & Adams, Calgary, Alta.

MOTOR SPECIALTIES COMPANY

Manufacturers

WALTHAM - - - MASS.

U.S.A.

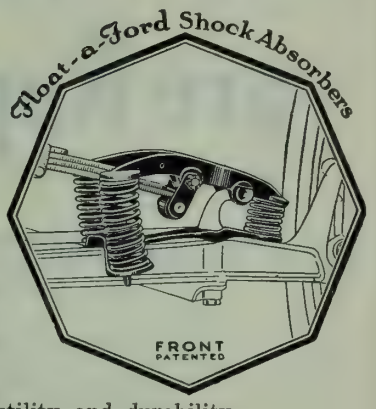
If interested tear out this page and place with letters to be answered.

SHOCK FLOAT A FORD ABSORBER

PATENTED

MAKES A FORD EVEN BETTER

Is easiest to sell because it's the best to buy.



A Perfect Rebound Absorber

EVERY motorist knows that the rebound is more to be feared than the main shock. Every Ford owner should know that the rebound is to blame for most spring breakage and vibration damage to the car. Float a Ford not only absorb the main shock, but they check the rebound and insulate the car against side-thrusts.

Float a Ford literally make a Ford float.

If you have not already examined this shock absorber, study the illustrations.

The Float a Ford principle is as easy to understand as it is scientifically correct. When a car strikes a bump the first shock is downward. This is absorbed not only by the Ford spring itself, but by the large twin springs of the shock absorber. Immediately there comes the rebound, but the famous Float a Ford "third spring" is on guard to absorb that shock by resisting compression.

Now note the suspension of the Ford spring itself. You will see at a glance how Float a Ford not only permit free expansion and contraction of the Ford spring, but also insulate the car against annoying side-thrusts.

Do Not Weaken Car

The Ford owner knows that the Ford car is one of the best examples of automobile engineering. It stands for economy, utility and durability.

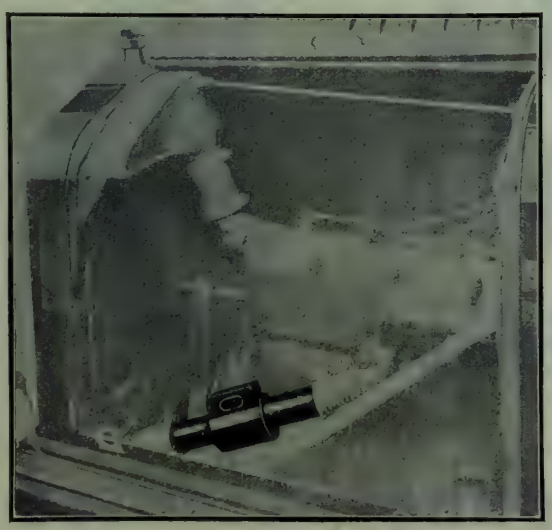
The Burpee-Johnson Co. of Indianapolis, manufacturers of the Float a Ford Shock Absorbers, have been careful not to interfere in any way with Ford engineering principles or in any way to weaken the car itself.

Float a Ford do not bind or interfere in any way with the Ford springs. They do not bump the lamp posts or body. Easily and quickly installed.

Float a Ford springs in three weights—touring and coupe; sedan and commercial, and roadster.

Float a Ford fully guaranteed. If your customers are not satisfied after using them fifteen days you may return their money and obtain a refund. All parts guaranteed against defective material or workmanship for one year. They will actually last as long as the car.

Two Motor Accessories that will boost your Winter Sales



MAYALL MOTOR HEATER

is fast supplanting the unsatisfactory, expensively heated garage. It is quickly set in the water system and is always ready the same as an electric toaster or iron to have the plug inserted and the electricity turned on. Keeps the motor and radiator warm in coldest weather. Made for all popular cars. Costs little to operate. Sells readily over the counter. Order from your jobber. Window displays supplied free of charge.

"Steer Warms"

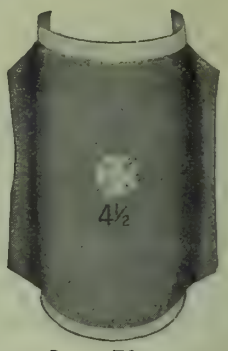
Neat electrically-heated hand grips, operated from electric system, uniform heat, guaranteed for five years. Easily applied. Ask for prices.

MOTOR-SUNDRIES, LIMITED

Foy Building **TORONTO, CAN.** **West Front St.**

If interested tear out this page and place with letters to be answered.

"Gutta Percha" Lines are Repeaters

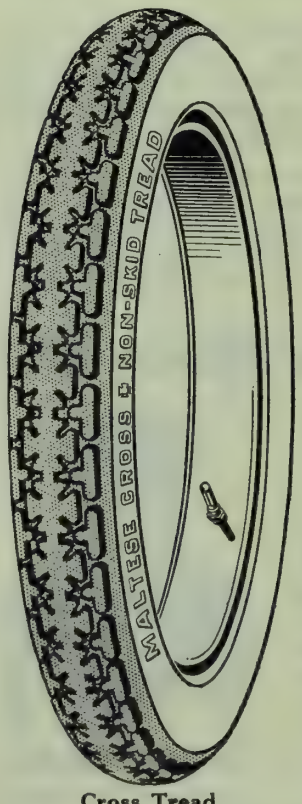


Maltese Cross Blowout Patch

Hardware Dealers have found that "Gutta Percha" (Maltese Cross) Brand of Accessories have a quality that cannot be surpassed and this quality has made them particularly satisfactory to sell. Satisfaction goes with every purchase and buyers come back for "repeats."

Maltese Cross Talc

Maltese Cross Hook-on Boot



Cross Tread

Every Hardware Dealer will consult his best interest and profit by carrying full lines of

"GUTTA PERCHA" ACCESSORIES

Maltese Cross Tube

Gutta Percha & Rubber, Limited

Head Office and Factory : Toronto

Branches in all Leading Cities in the Dominion

If interested tear out this page and place with letters to be answered.

NORTHLAND SKI MANUFACTURING CO.

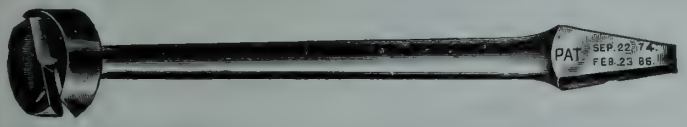
SKI, TOBOGGANS, SNOWSHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

Order now for next season.

Write for catalog and Price List.

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

YOUR WANTS

are many here below. Use the Want Ad. page and get rid of a few of them.

Every Size a Supersize

DISTRIBUTORS

Merrick-Anderson Co., Ltd., Winnipeg, Man.
Miller-Morsse Hardware Co., Ltd., Winnipeg, Man.
Wood-Vallance & Leggat Ltd., Vancouver, B.C.
The Chapin Co., Calgary, Alta.
Gray-Campbell Co., Ltd., Moose Jaw, Sask.
Western Cycle & Motor Co., Regina, Sask.
Motor Parts Co., Toronto, Ont.
A. Chown & Co., Kingston, Ont.
R. M. Brisco Co., Ltd., London, Ont.
Hurtubise Ltd., Montreal, P.Q.
Crowel Bros., Halifax, N.S.
Webster Motors Ltd., Sherbrooke, Que.
Morrison-Blackwood Hardware Ltd., Moose Jaw, Sask.
Revillon Wholesale Ltd., Edmonton, Alta.

Montreal Sales Branch:
Hurtubise Ltd., 325 St. James St. West.

Handmade and guaranteed by

Is Your Tire Business Sound?

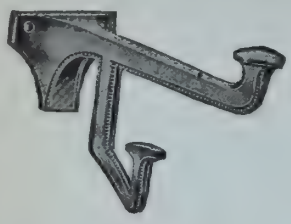
THERE is only one way to build a stable and growing tire business. Buy goods that are easy to sell—strong, quality tires that make contented customers. You are assured of a sound and profitable business if you handle

VDL TIRES

Ask any V.D.L. user or dealer—they realise the dependability of our product both as a tire and as a trade-builder. Remember, too, that our Dominion-wide advertising saves V.D.L. dealers a lot of effort. The demand is ever increasing, and now is the time to secure a permanent business.

Get in touch with our nearest distributor.

VAN DER LINDE RUBBER CO., LIMITED, TORONTO, ONT.



No. 370

A FEW OF THE HOOKS WE MAKE

BRASS AND IRON

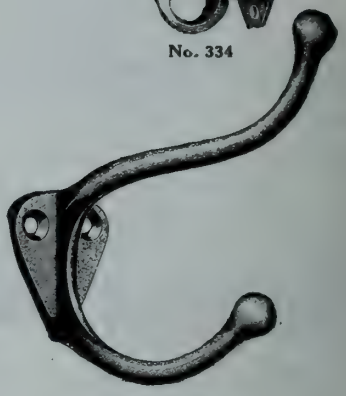
Hinges Hasps Corners
Handles Brackets Key Checks
Card Holders Escutcheons
Knobs Locks Latches Catches
Washers Bolts Mending Straps
Screen Numbers

No. 334

No. 340

THE BRAINERD LINE

REFRIGERATOR HARDWARE
CABINET HARDWARE
BOX AND CHEST HARDWARE



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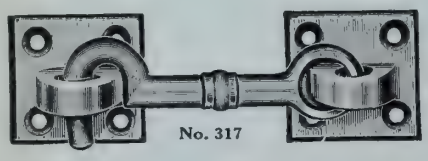
THE BRAINERD MFG. CO.

EAST ROCHESTER,
N.Y., U.S.A.



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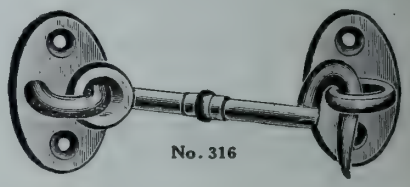
CUTS REDUCED SIZE



No. 316

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

TRADE MARK

Dependable Roofing and Building Papers

"Cyclone" and "Joliette" Brand Sheathing
Tarred Fibre Building Paper and Sheathing
Blue Resin Sized Sheathing, Dry Straw Sheathing, Tarred Straw, Carpet Felt, "Surprise" and "Monarch" Sheathing

"Black Diamond" Tarred Felt

"Crown" or "Slater's" Tarred Felt, 2 and 3-ply Ready Roofing, Coal Tar, Pitch and Roofing Cement, Shingle Varnish

Headquarters for Rubber and Patent Roofing

"Crown" Twin Shingles

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

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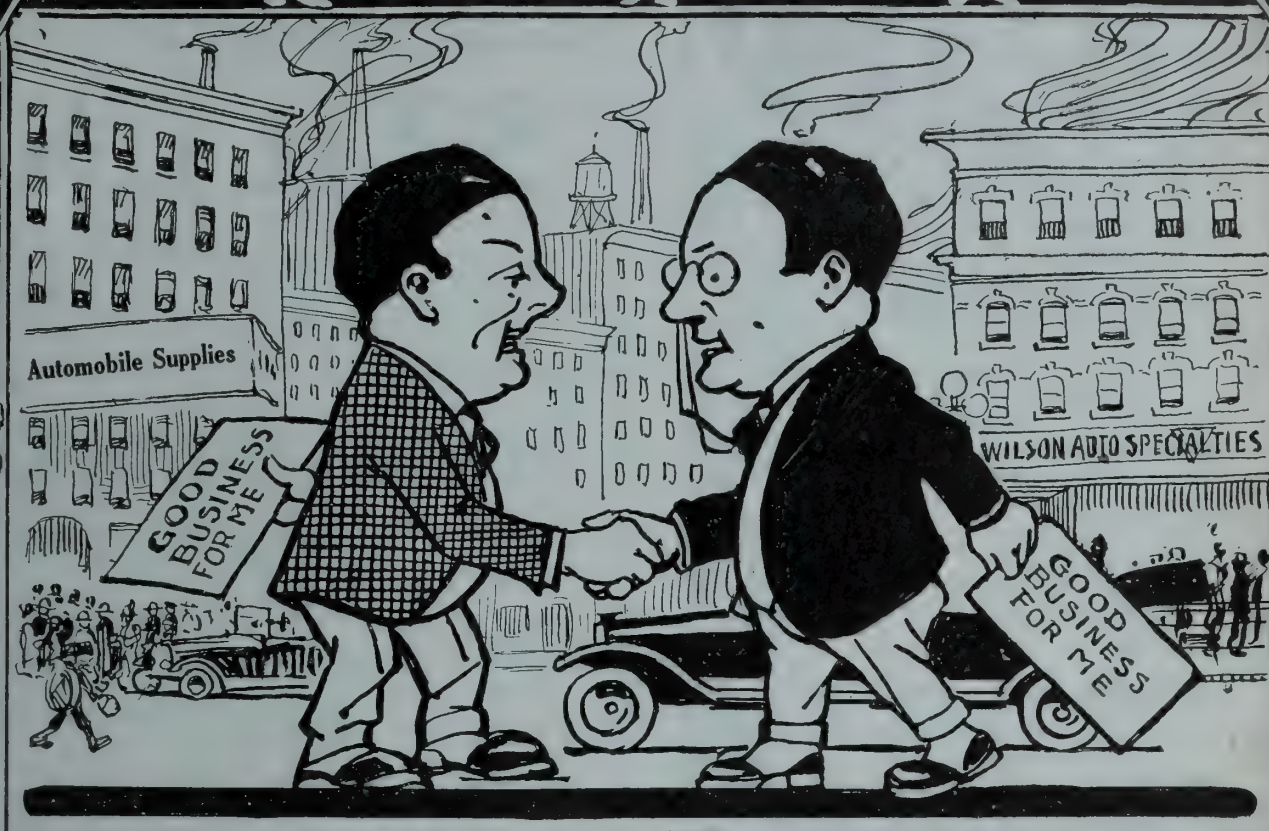

Lets-Get-Together

WILSON "SIX-HOUR SERVICE"

Joins Supply and Demand

No matter in what part of Canada you live the Wilson line, with the famous Wilson "Six-Hour Service," will enable you to get a big share of the Automotive Accessory business in your territory.

Three hundred and fifty thousand automobiles in Canada—Mr. Dealer, are you getting your share of the accessory business?

OPENINGS.—Many sections in Canada offer excellent opportunities for new dealers. Write us for complete information as to possibilities of the business, cost of opening business and other details.

Our 1920 revised dealers' price list is now ready. We have a copy for you.

Parts for Ford Cars

Our stock of repair parts for Fords is one of the most complete in Canada. Immediate shipment. Lowest prices. Write for parts Bulletin No. 16 and Dealers' Price List.

WILSON AUTO SPECIALTIES COMPANY

HAMILTON, ONTARIO.

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UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

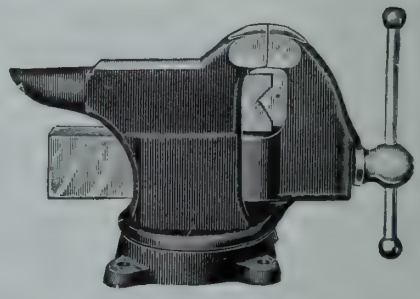
A. R. Whittall Can Company Ltd.
MONTREAL
Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241 — Autovise

A combination Pipe and Anvil Vise — particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.
Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.

If interested tear out this page and place with letters to be answered.

The Oil Saving Device Assists in the Profitable Sales of

Cannon Oilers

Those handling the "Cannon Oiler" will be ready to fulfill the demand for an oil can that is an exceptional convenience. The flow of oil is entirely controlled by those operating it no matter in which position it may be held. Not a drop of oil will be wasted—the flow stops when the pressure on the plunger ceases.

The thrifty merchant will find this a profitable article to handle in any district—Its well earned popularity has spread rapidly through the United States and Canada.

Name Copyrighted. Original Patents Owned. All Rights Reserved.

Order to-day to ensure Early Shipment —from your jobber.

Manufactured only by

The Cannon Oiler Company

Largest Exclusive Manufacturers of Pump Oilers in the World

Successor to R. E. Bloomer

Keithsburg, Illinois, U. S. A.

Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

The Ash-Sifter Season Will Soon be Here

Selling Points That Close Sales

Keep Fuel Expense Down

The Samuels Dustless Ash Sifter has many convincing, salesmaking features. The iron rod reinforcing the top of can; the hinged trap; the convenient hopper, with rod for loosening ashes; braced cylinder; the strengthening corrugations of the body; the heavy iron band around bottom, and general superiority of design. Convenient, clean and dustless.

Place your order now for prompt delivery.

For Sale by Leading Jobbers

Manufactured by

J. Samuels, 275 Queen St. West **Toronto**

If interested tear out this page and place with letters to be answered.

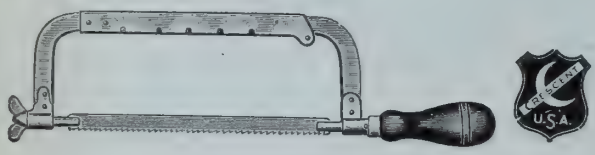
"Crescent"

Saleable, Dependable, Profitable

Quick Selling Small Tools,

Hack Saws,

Frames and Hardware Specialties



A line of tools that attracts favorable attention from customers at once. When used they give service that convinces and holds the customer and assures you his future business.

For profit, for turnover, for success, sell the "Crescent" Line.

At Your Jobbers

Campbell Agencies

Toronto, Canada

The Crescent Company, Meriden, Conn.

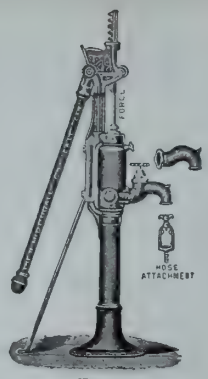


Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.

Galt, Canada

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

Write for Price List

Pliers

Best Swedish Steel

The F. E. Lindstrom Pliers and Nippers are made in Sweden of the best Swedish steel. The quality of this well-known make is acknowledged the world over as unsurpassed. Dealers find them easy to sell. Customers are delighted with their service-giving satisfaction. This results in permanent new customers and welcome profits for the hardware man.

Canadian Agent:

F. W. Lamplough & Co.

46 Alexander St., Montreal

Manufacturer:

F. E. Lindstrom, Sweden

Peerless

A Made-in-Canada Poultry Fencing. The kind needed now in rebuilding the great poultry business of a great nation. Our fighting men will need and demand Canada's best production in everything manufactured. We have a real pride in offering to the buying public this splendid fencing. The kind that stands the acid test—and the test of time as well.

In all that represents strength, character, real worth, permanency and the elements which builder and buyer recognize as the stamp of honest accomplishment,

The Peerless Perfection Fencing

stands every test. Made by the open hearth process, all the impurities are burned out of the metal, thus removing one of the greatest causes of rust. The wire is also galvanized so thoroughly that it will not flake, chip or peel off. Every intersection of the wires in our farm and poultry fence is locked together with our Peerless lock. While these locks hold the wires securely together, yet this fence can be readily adjusted and perfectly stretched over uneven ground. It's easily erected and on account of heavy, stiff stays used, few posts are required. That means real economy in construction.

Peerless Perfection Poultry Fence

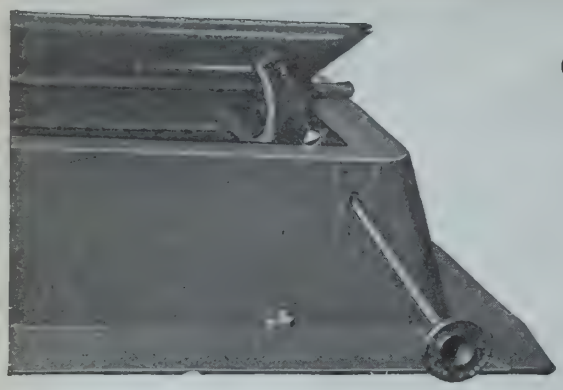
is true to its name, a perfect fence strong enough to keep strong animals out and close enough to keep even small poultry in. Every Peerless fence is guaranteed against sag, rust or break and we stand back of your dealer unconditionally. A guarantee to us means something—it does to you, too.

Peerless Ornamental Fencing

for lawns, parks, cemeteries, etc., are handsome. Also lawn borders, flower bed guards, trellises, etc. They are all of our quality brand.

Send for Catalog and get familiar with the best, cheap ornamental and serviceable fencing to be had in the Dominion. Throughout Canada, Peerless Perfection stands as the symbol of quality.

THE BANWELL-HOXIE WIRE FENCE CO., LTD.
Winnipeg, Man. Hamilton, Ont.



QUALITY *SERVICE*

THE BON LIMITED — CHANDELIERS — OUR LIGHTS SHINE EVERYWHERE — MOTTO QUALITY — MANTELS - GRATES & TILES

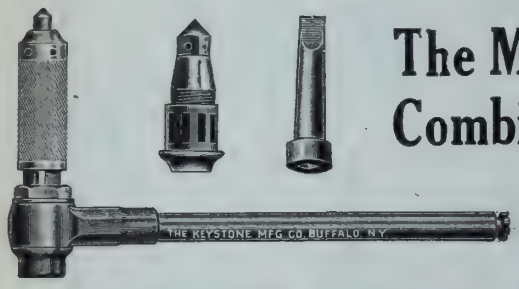
Barton-Netting Co.

LIMITED

9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY



The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace. "Keystone" tools are known the world over for high quality. Sell them for profit and prestige.

Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station "B" Buffalo, N.Y.

"KEYSTONE" Drilling Post or "OLD MAN"

VOL-PEEK

A Profitable Seller

It's good business to sell **Vol-Peek.** 70% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., **at one-half cent per mend.** Easily applied by hand. Hardens quickly.

Order your display stand to-day. Contains 24 packages for $3.50. Sells at 25c per package.

Advertised all over Canada

Your jobber has them.

H. NAGLE & COMPANY

Owning and Operating Vol-Peek Mfg.Co.
Box 2024. Montreal, Canada

More Prefitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

CANANCQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

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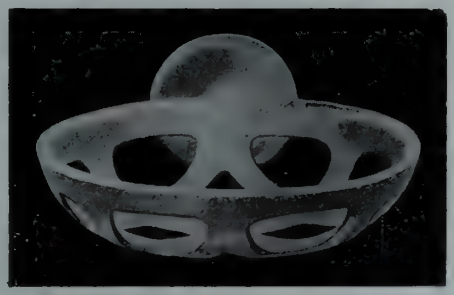
Sno-Wite
Enamelled Fixtures



C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.
CHICAGO, U.S.A.
Ask Your Jobber

R-ME & NA-V Floor Wax
Canadian Made

We have put on the market a floor wax that has met with approval wherever it is used. Our orders tell us very conclusively that this line is just what the Canadian people want.

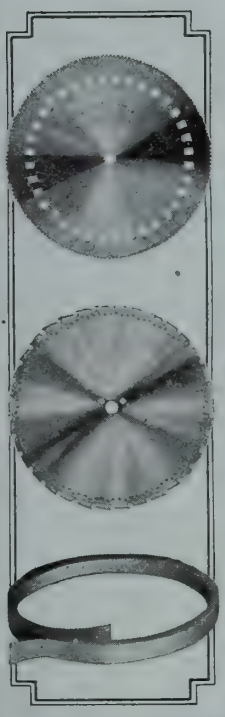
To enterprising dealers we are prepared to offer special terms and exclusive territory. For jobbers we have a particularly attractive proposition. Samples will be sent for your careful and scrutinizing test.

ARMY & NAVY PRODUCTS COMPANY
26 Juror St., Montreal

HUTHER
A Name Identified with all Manufacturing Progress

For 50 years of Saw manufacturing. Among the Huther Saws which have proved themselves, by actual performance, to be World Leaders, you are sure to find one suited to your requirements.

Send for our Catalogue of



Patented Inserted Tooth Milling Saws (Fine Pitch Type)

Patented Inserted Tooth Milling Saws (Coarse Pitch Type)

Circular Milling Saws

Semi Milling Saws

Hack Saws

Metal Cutting Band Saws

Metal Slitting Saws

and many other which have been the means of increasing production in hundreds of plants.

HUTHER BROS. SAW MFG. CO., INC.
ROCHESTER, N.Y.

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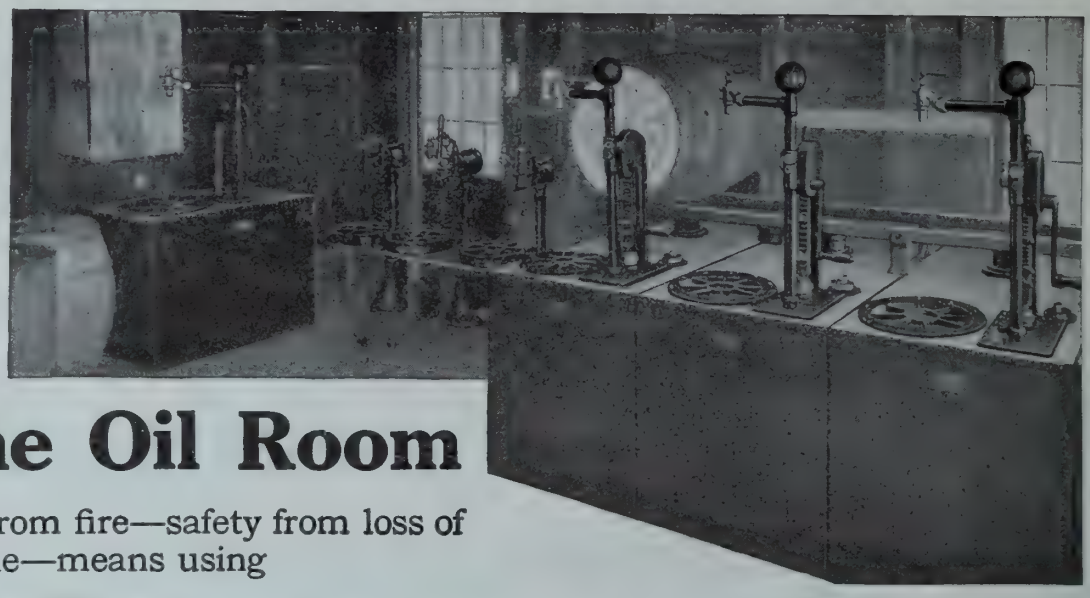
Safety First



In the Oil Room

Safety from fire—safety from loss of oil and time—means using

BOWSER Oil Storage Equipment

ESTABLISHED 1885

Bowser Equipment is practically fire-proof. Handling of oils is done mechanically, with a wonderful saving of floor space, time and oils. It keeps all the oils clean and fit for use. Enables keeping of accurate records. *We have some interesting literature. It's yours for the asking, Write for it today.*

LONDON
32 Victoria St., S. W. 1

HAVANA
Lonja del Comercio 427

S. F. BOWSER COMPANY, LIMITED
66-68 FRASER AVENUE, TORONTO, CANADA
Offices in the principal cities of the United States.

PARIS
5 Rue Denis-Poisson

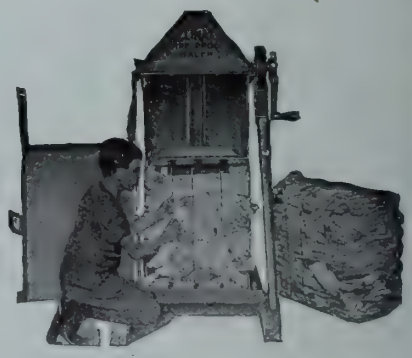
SYDNEY
6 Castlereagh Street

Save Waste Paper Now

Great Scarcity — High Prices Paid

The paper mills and paperboard manufacturers in order to keep up production are paying the highest prices on record for baled waste paper, cardboard boxes, newspapers, etc.

Save It
Bale It
Sell It



Our Service Dept. will find you a Market.

"Free Bulletin"

Money in Waste Paper

Send for it to-day

ALL STEEL CLIMAX FIREPROOF

Baling Presses for baling Paper, Rags, Straw, Hair, Shavings, Excelsior, Leather, Tin, etc.

Hand or Electric Power

CLIMAX BALER CO., HAMILTON, ONTARIO

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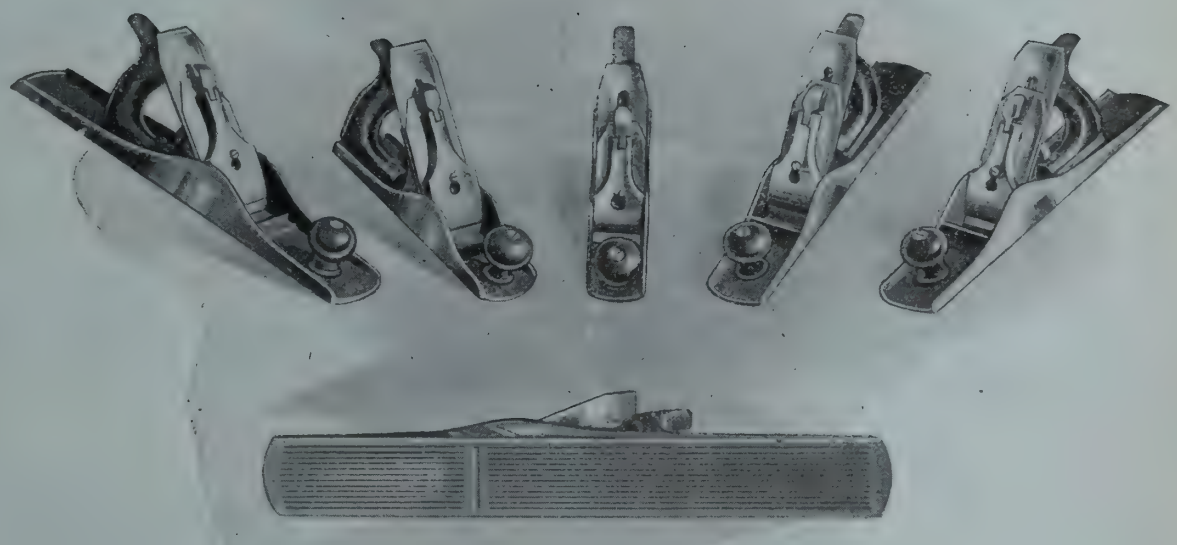
NATIONAL

Adjustable Iron Planes



The Quality is in the Make

Every Plane Guaranteed

National Machinery & Supply Co., Limited
Hamilton, Canada

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HULL IN 1851

Story for Week Dated August 21, 1920 — Being No. 19 in the Series

Where The Lumber First Enters The Eddy Plant

The logs you see in the picture above are at the last stage of their journey to the Eddy Plant on the way to become pulp and paper. Lumber for match-wood enters the plant by another gateway, though in much the same manner. The logs which are afloat in the basin in the foreground are poled along till they come transversely towards the steadily moving claws of the slanting conveyor-lift which you can just make out under the big chimney to the left. Once in the grasp of those relentless claws the logs are rushed resistlessly to the big buzz-saws which, revolving furiously in a battery of eight, cut each log into short lengths. On they hurry, tossed from saws to conveyor belts, and in marvellously brief time the wood is becoming pure, perfectly sterilized pulp by processes which will be described in forthcoming articles in this series.

Light
Easy to carry
No cracks
Retains Heat

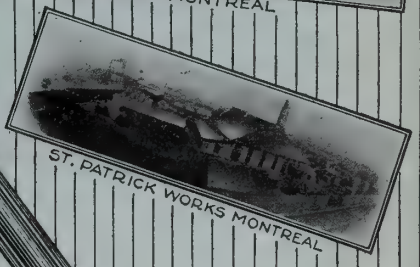
Eddy's
Indurated Fibreware
Washtubs and Washboards

GENERAL VIEW HAMILTON WORKS

CANADA WORKS HAMILTON

DOMINION WORKS MONTREAL

ROLLING MILLS BELLEVILLE



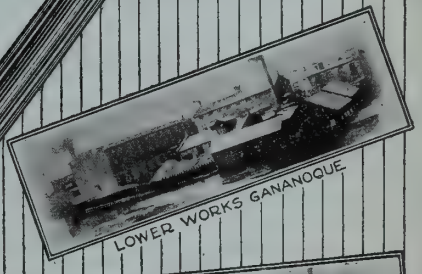
ST. PATRICK WORKS MONTREAL

Quality

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

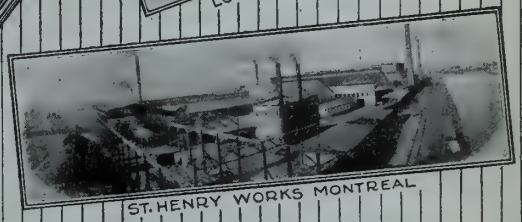
Service

BRANTFORD WORKS BRANTFORD



LOWER WORKS GANANOQUE

SWANSEA WORKS TORONTO



ST. HENRY WORKS MONTREAL

GENERAL VIEW OF NOTRE DAME WORKS MONTREAL

These Plants and the Organization that directs and operates them, stand back of and Guarantee Quality and Service at All Times

Popular Price
Quick Seller

Recommend the
Patented
BANNER
Trade Mark Registered
ASH SIFTERS

The trade-mark name *Banner* is your guarantee. It is a household word. It stands for the best in ash sifters, and we stand back of you in recommending the *Banner*.

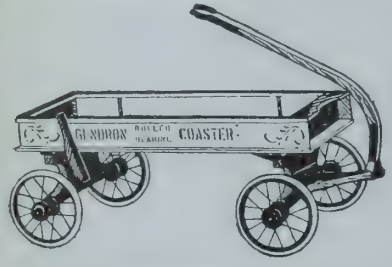
It is made better this year then ever. Special machinery is helping us to meet the demand.

No dusty, backbreaking shaking—the simple and easy rocker motion eliminates dust and nearly all the work. It is the common-sense ash sifter.

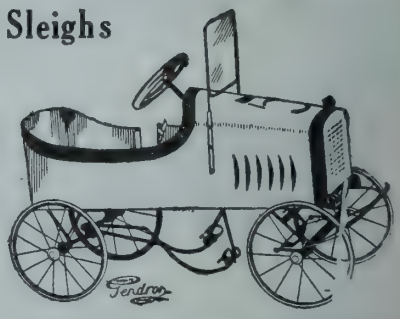
Order now as the demand is becoming enormous. Ask your jobber or wholesale house, or write to us for full particulars, prices, etc.

The Burrowes Manufacturing Company
607-611 KING STREET WEST, TORONTO

THE GENDRON MFG. CO., LTD., Toronto, Canada,
Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs



Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.



The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

Black Diamond for Cutting

When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works
G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

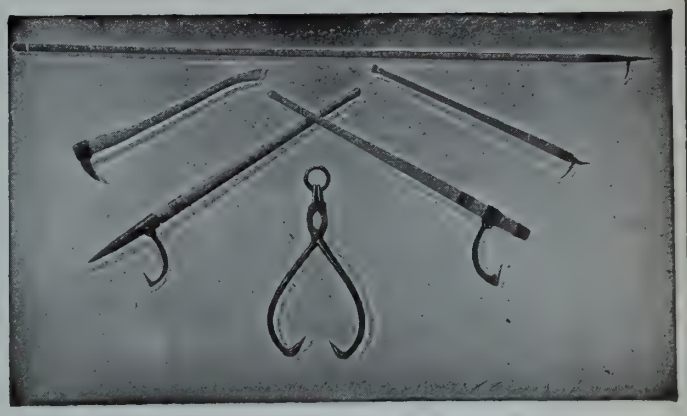
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



NOW IS THE TIME

to place your Fall orders for

ALUMINIUM

WE ARE AT YOUR SERVICE

for

INFORMATION AND PRICES

THE BRITISH ALUMINIUM COMPANY, LIMITED

263-267 Adelaide Street W., Toronto

Eastern Agents: Spielman Agencies, Montreal

Flower Pots

Flower Pots, Saucers, Fern Pans and Hanging Baskets.

We make a specialty of packing crates of assorted sizes for retail store trade.

As a trial order, send for one of our one-crate assortments of Flower Pots and Saucers.

Write for name of your nearest jobber; and also ask for catalogue and price list.

Foster Pottery COMPANY

Hamilton - Canada

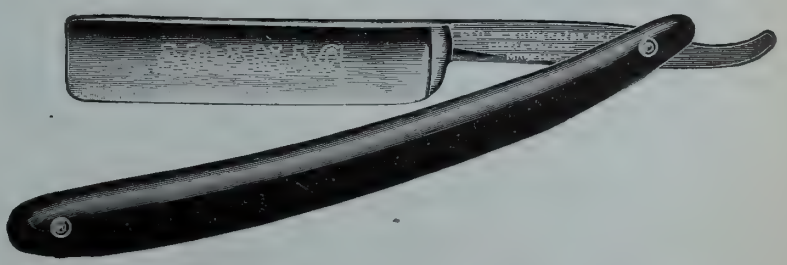
Distributors:
Cassidy's Limited, Montreal, Vancouver.
Steel Briggs Ltd., Winnipeg.
Robertson's Limited, Kingston, Ont.
Toronto Pottery Co., Toronto.

TEMPER

Some razors like some men are spoiled by bad temper.

A razor that doesn't show a good, even temper doesn't get a chance to get over your counter. BUT G. W. KORN'S DO.—

And the G. W. Korn line includes a style at a price to suit all classes.



GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

Canada Office: 140 McGill Street, Montreal

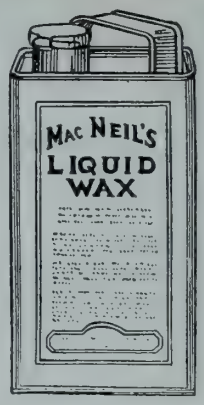
If interested tear out this page and place with letters to be answered.

CRANE FITTINGS

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL

Branches: Toronto, Winnipeg, Vancouver.
Sales Offices: Halifax, Quebec, Ottawa, Calgary.



MacNeil's Liquid Wax

THE WAX THAT SELLS

Discriminating customers buy MacNeil's Liquid Wax. They recognize its superior qualities, and appreciate its advantages. Canadian-made product. It cleans and polishes, and is guaranteed to contain no acid or other injurious chemicals. Adopted by the Government Railways. Made in four grades.

MacNeil's Liquid Wax Co., Ltd.
78 Ontario St. Toronto

Satisfying to Use or to Sell

Every sale of this B. & C. Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

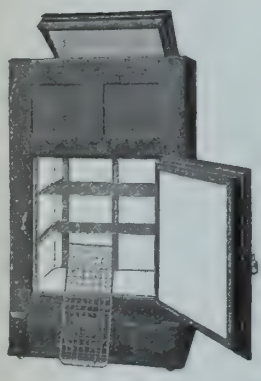
Guaranteed. B. & C. Quality sells it. Write for prices.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS

RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.

You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
NATIONAL STAMPING & ELECTRIC WORKS
CHICAGO, U.S.A.

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

PIPE STRAPS

(Electro-Galvanized)

Assorted Sizes
¼ inch to 3 inch

Also
Metal Stamping for Manufacturers

WALTER H. WICKWARE
53 Booth St.
OTTAWA CANADA

If interested, tear out this page and keep with letters to be answered.

No. 32 Torch.
List Price, Each, $16.00.
Ask for discount.

How Is Your Stock of C. & L. Fire Pots and Torches?

It pays to be ready for every emergency and keep your stock well in hand. Better anticipate your wants now so that your orders may receive prompt and careful attention. It always pays to buy the best. The C. & L. line has stood the test of time and to-day is used wherever gasoline and kerosene can be obtained. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
DETROIT, MICH., U.S.A.

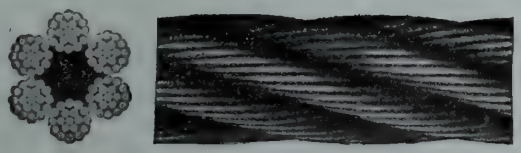
PICKS

No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY
234 Criswold St. Warren, Ohio, U.S.A.

WIRE ROPE AND FITTINGS



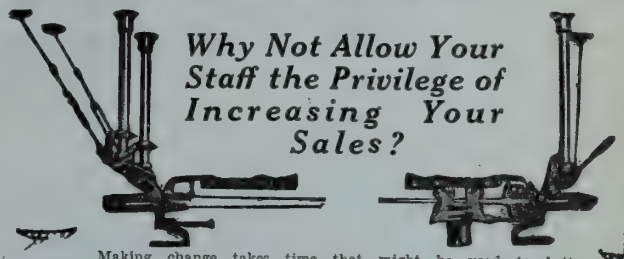
OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON



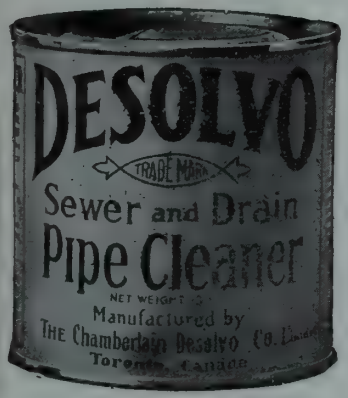
Why Not Allow Your Staff the Privilege of Increasing Your Sales?

Making change takes time that might be used to better advantage in the selling of more goods. And, too, it diverts the salesman's mind from his real business.

We have a Cash Carrier to assist you, and there is no better investment than the purchase of a carrier system. It affords more time for salesmen to remain with customers, and in this way increases the efficiency and selling capacity of an entire staff. And the saving of steps—they should not be forgotten.

Write for our four-page leaflet. It tells how to obtain a double check on sales, and allow your salesmen, in a greater degree, to display their selling ability.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada



DESOLVO
Pipe Cleaner

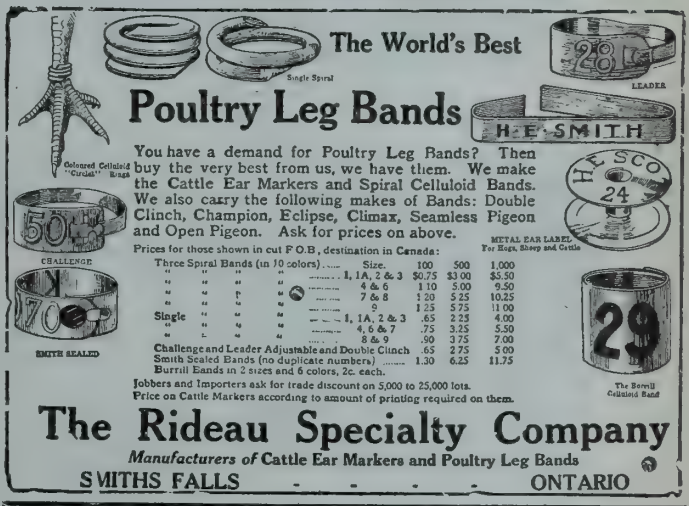
Desolvo sewer and drain pipe cleaner will clear clogged and frozen pipes safely. Increase your Spring business. Desolvo sells itself.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives:
Richardson & Bureau,
55 St. Francis Xavier St.,
Montreal, Que.

Ontario Representative:
L. F. Mayne, 99 Quebec St.,
Toronto.

Western Representative:
N. D. McPhail & Co.,
1329 Standard Bank Bldg.,
Vancouver, B.C.



The World's Best
Poultry Leg Bands

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

Prices for those shown in cut F.O.B., destination in Canada:

METAL EAR LABEL For Hogs, Sheep and Cattle

Three Spiral Bands (in 10 colors)	Size.	100	500	1,000
" " " "	1, 1A, 2 & 3	$0.75	$3.00	$5.50
" " " "	4 & 6	1.10	5.00	9.50
" " " "	7 & 8	1.20	5.25	10.25
" " " "	9	1.25	5.75	11.00
Single " "	1, 1A, 2 & 3	.65	2.25	4.00
" " " "	4, 6 & 7	.75	3.25	5.50
" " " "	8 & 9	.90	3.75	7.00
Challenge and Leader Adjustable and Double Clinch		.65	2.75	5.00
Smith Sealed Bands (no duplicate numbers)		1.30	6.25	11.75

Burrill Bands in 2 sizes and 6 colors, 2c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

The Rideau Specialty Company

Manufacturers of **Cattle Ear Markers and Poultry Leg Bands**

SMITHS FALLS - - - - ONTARIO

Standard Tube & Fence Co., Ltd.

Manufacturers of

STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes 3/8" to 2", 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK **ONTARIO**

PLUMBS **SAND'S** LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

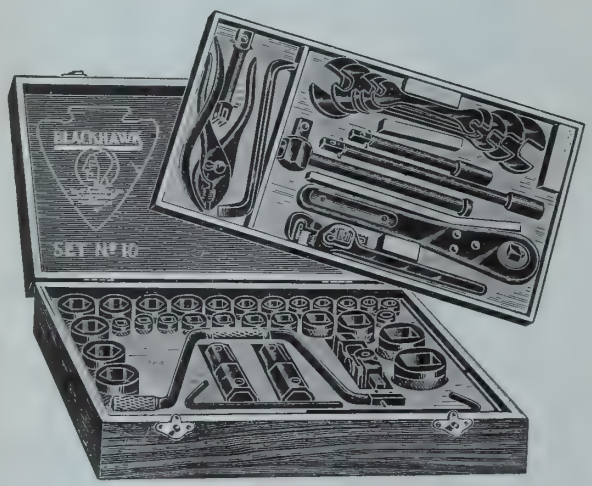
Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.
TORONTO, ONT.

BLACKHAWK

QUALITY SERVICE FINISH

RUST-PROOF WRENCHES



Combination Set No. 10

BLACKHAWK WRENCHES are carefully designed and constructed, being machine turned to insure accurate fit. They give that better service appreciated by car owners and garage men, which in turn means more sales for jobbers and dealers.
The Blackhawk line includes a wrench for every need, each tool made of dependable materials, finished by the Parker rust-proof process and guaranteed.
Sell wrenches by name. Get your trade to call for "Blackhawk." It pays.

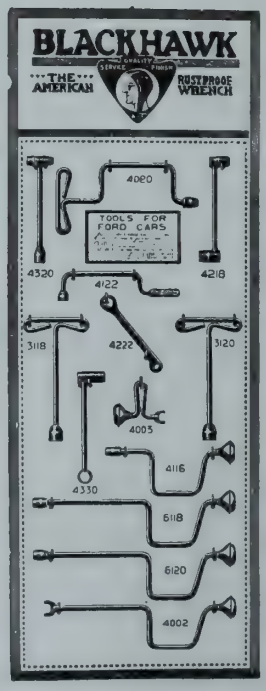
Write for catalog and prices.

Manufacturers: We make wrenches according to specification.

AMERICAN GRINDER MFG. CO.
MILWAUKEE, WIS.

Canadian Sales Agents:
A. H. FRASER & CO., 501 Confederation Life Bldg. Winnipeg, Man.

Combination Set No. 8



Display Board No. 400 for Fords

Combination Set No. 6

Combination Set No. 4

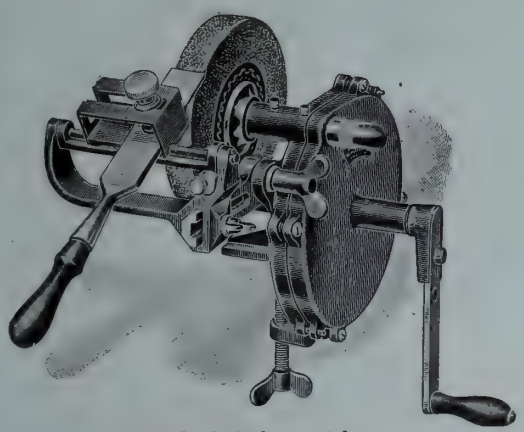
Combination Set No. 2

If interested, tear out this page and keep with letters to be answered.

AMERICAN GRINDERS

QUALITY TOOLS

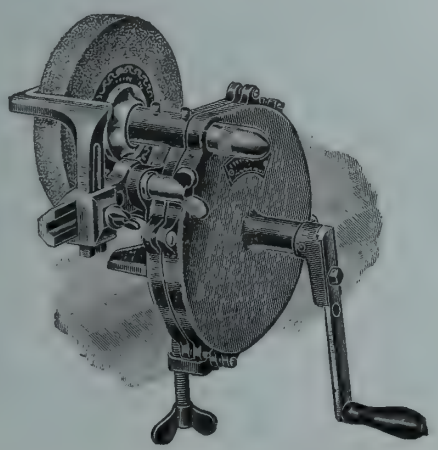
Associated With Best Workmanship



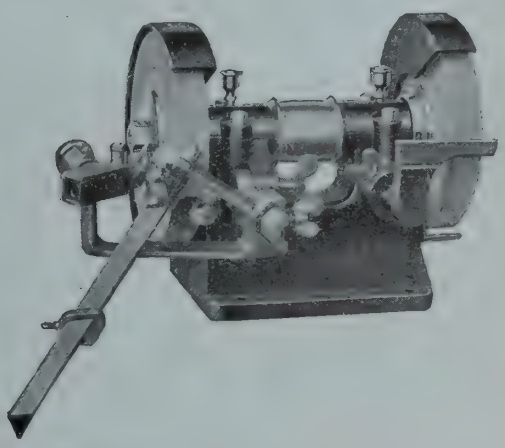
Hand Grinder with Chisel Attachments

WHERE quality, workmanship and service are most sought after by the mechanical trades, there you are most likely to find American Quality Tool Grinders, preferred because of their accurate design, careful construction, great strength and endurance.

Repair parts for American Grinders are seldom needed, this factor making the sale of these machines a profit and prestige-builder for both jobber and dealer.



Hand Grinder with Wheel Dresser



American No. 75 Power Grinder With Bronze Bearings

AMERICAN GRINDER MFG. CO.

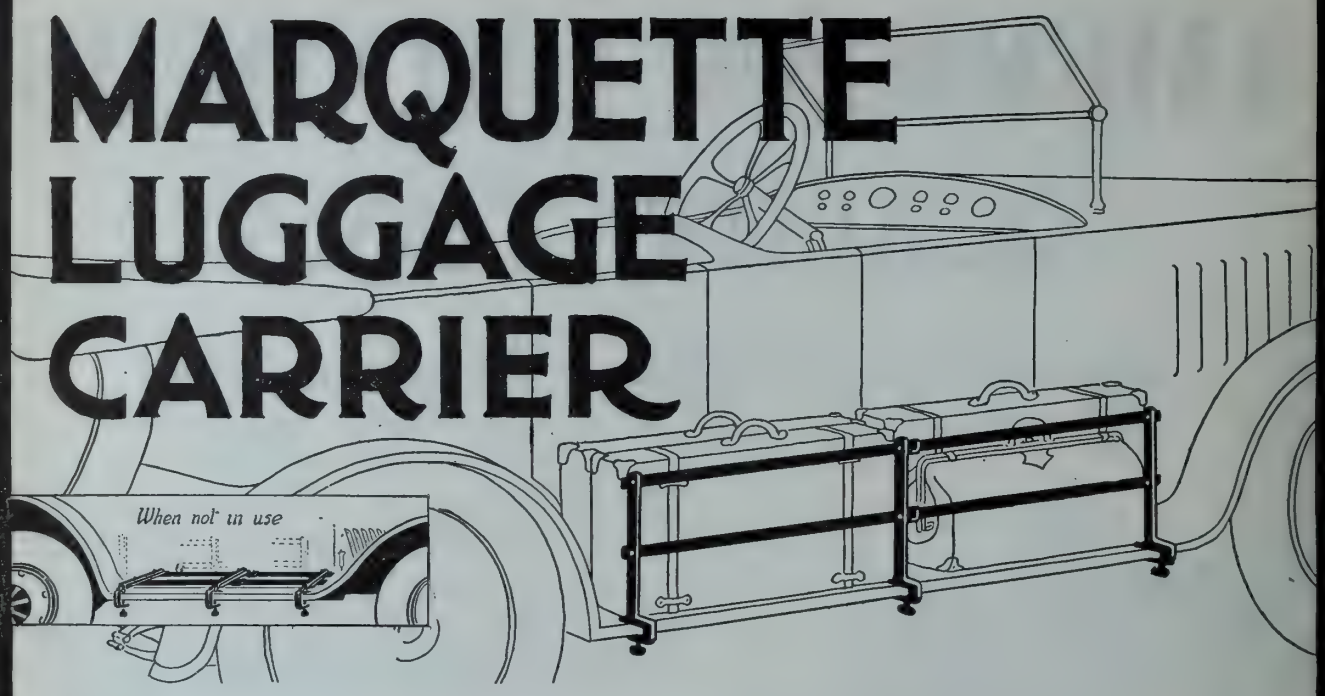
MILWAUKEE, WIS.

Canadian Sales Agents:

A. H. FRASER & CO., 510 Confederation Life Bldg., Winnipeg, Man.

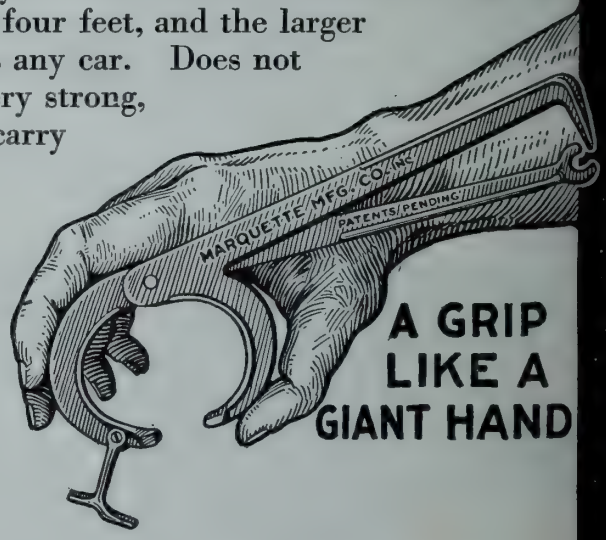
If interested, tear out this page and keep with letters to be answered.

MARQUETTE LUGGAGE CARRIER



This all-steel folding Luggage Carrier is built for both service and convenience. It attaches to the running board without the use of tools, and when not in use folds down out of the way. It is made in two sizes---the smaller size is adjustable from 27 inches to four feet, and the larger adjustable from 37 inches to five feet. Fits any car. Does not detract from the appearance of the car. Very strong, durable and neat looking. Enables one to carry baggage, etc., outside the car without injury to either baggage or car.

MARQUETTE TIRE TOOL



A GRIP LIKE A GIANT HAND

Takes all the hard, dirty, useless work out of changing clincher tires. Grips the tire as you would with your hand---no danger of injury to tire or tube. It is the "off again, on again" tire tool with the reputation for satisfaction. Makes tire changing so simple and easy a child can use it successfully.

More than a hundred Jobbers supply the trade with all Marquette Specialties. If YOUR jobber does not carry them, write us direct. . . . . .

MARQUETTE ACCESSORIES

MARQUETTE MANUFACTURING CO. INC.
Saint Paul, Minn. U.S.A.

Canadian Supply Co., Limited

Established 1915

Better Buying Enables You to Meet Competition.

Distributors of Products made by

Beach Foundry Co., Limited
Benjamin Moore & Co., Ltd.
Hot Spark Batteries
Goodyear Tire & Rubber Co.
Royal Oak Tire Company
And many other leading lines as illustrated in our general catalog.

Winnipeg Warehouse for Heavy Goods

Home Office Warehouse, Saskatoon

Canadian Supply Co., Limited

Wholesale Hardware

Saskatoon - Saskatchewan

If interested in buying goods to better advantage
Drop us a line and we will have one of our representatives call on you.

If interested, tear out this page and keep with letters to be answered.

Stephens'

REGISTERED TRADE MARK

Silkstone Flat Wall Colours

An ever-growing source of good business for the merchant. Silkstone Flat Wall Colours have made good with professional decorators and their handiness and economy have made them a fast favorite with the housewife. She uses them all through the year to beautify walls and "fix up." Cheaper than wall paper, and far more sanitary, Silkstone can be washed often without rubbing off. Dries with a beautiful, silky finish.

Wa-ko-ver Stain

A handy, labor and time-saving finish that stains and varnishes in one operation. It is a great beautifier much appreciated by home-loving housewives as well as professional painters. Its use brightens up and renews old, scarred woodwork and greatly enhances the natural beauty of the grain in wood.

Ask about the paying Agency Plan

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested, tear out this page and keep with letters to be answered.

Motorists will find ZERO-PROOF ANTI-FREEZE Gives Unequalled Satisfaction

Dealers Will Find It a Ready Seller— And a Good Profit-Earner

Thousands of automobilists used Zero-Proof Anti-Freeze last winter and had no trouble with a freeze-up in their radiator. It is the best protection on the coldest day in winter, for the

FREEZING POINT OF ZERO-PROOF ANTI-FREEZE IS 50 DEGREES BELOW ZERO

It is easy to use—simply fill the radiator with it in place of water.

ONE FILLING DOES FOR THE ENTIRE WINTER

Zero-Proof Anti-freeze is not an alcohol or glycerine solution—It will not injure the radiator or hose connection under any conditions.

Sold in 1, 3 and 5 gallon containers—also in barrel lots.

Retail Price $1.50 per gallon.

Dealers Should Make Arrangements Now For The Territory They Want

It will only be a short time before all the available territory is snapped up. Act quickly—write or wire for particulars.

John Murphy Co.

513 McIntyre Block

WINNIPEG MAN.

Sole Manufacturers and Distributors for Canada

ZERO-PROOF

BEST by TEST

Read the result of a test made on Zero-Proof Anti-Freeze by expert analytical chemists.

MILTON HERSEY CO., LTD.

CHEMISTS, ENGINEERS AND INSPECTORS

Paris Building,
257 Portage Ave.

Winnipeg, July 17, 1920

John Murphy Co.,
513 McIntyre Block,
City

Dear Sirs:—

The freezing point of the Zero-Proof Anti-Freeze compound which you submitted to us for test, is 50 degrees below zero Fahrenheit.

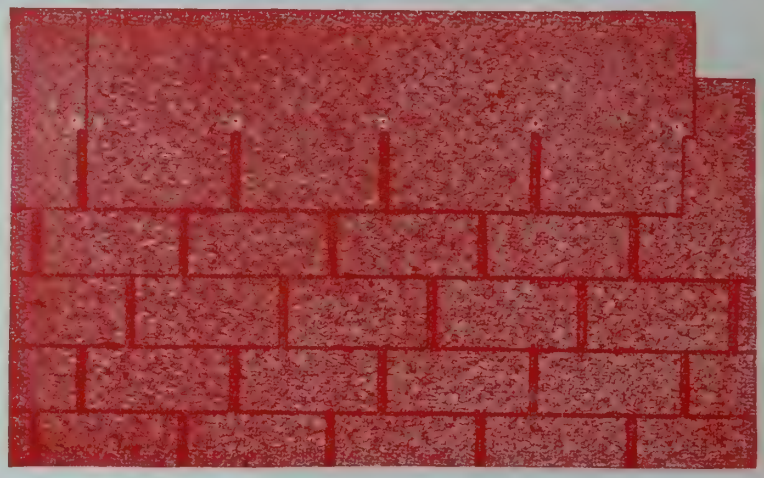
Yours truly,

MILTON HERSEY COMPANY, LIMITED
(Signed) V. J. Milsted, Manager

Best in Use

If interested, tear out this page and keep with letters to be answered.

"No Building is Better than its Roof"



Use only Tried and Tested Roofing

"Sterling" Slate Surface Shingles. Red and Green

Quick Shipments from Large Stocks

We have the widest range of prepared Roofings, Building Papers, Felts and Sheathings, and can make immediate shipments.

"Indruoid," "Comfort," "Winner," and "Kling-on" Roofings; "Monarch" Waterproof Sheathing; "Hercules" Sheathing; "Sterling" Slate Surface Roofings, red and green; and "Sterling" Shingles are recognized money-makers for the Western trade.

"Triumph," "Navy," "Cyclone," "Sunrise," and "Western King" are the leading brands of tarred and plain papers.

Red and Green Burlap Felts, Blue Plaster Board, Rosin-sized Sheathings, Tarred Felts, Carpet Felts, and the Registered Brand "Comfort Felt" and Wall Boards, are some of the other products we can recommend to build a growing circle of satisfied customers for you.

WRITE FOR CATALOG AND SAMPLES

D. J. Ladd & Company, Winnipeg, Man.

HERE IT IS!

August, 1920

WINNIPEG WAREHOUSE STOCK MATERIAL

ON HAND
READY FOR

IMMEDIATE SHIPMENT

If It's Steel or Iron WE HAVE IT!

THE
MANITOBA STEEL and IRON COMPANY
LIMITED

WINNIPEG, CANADA

Phone N 6677

OUR MONTHLY STOCK LIST OF ALL STEEL AND IRON PRODUCTS

Everything listed from plain metals to finished products for the use of Railways. Shipbuilding and Mining Companies, Public Works, etc.

We Have a Complete Stock of

BARS

Iron and Mild Steel in Flats, Rounds, Squares, or Twisted. All sizes.

Bands, Boiler Tubes, Bolts, Nuts, Rivets, Cap and Set Screws, Beams, Angles, Channels, Plates, Tees, Tool Steel, Rails (new and relaying), Gauge Sheets, Shafting, Wire Cable, Babbitt Metals, Solders, Pig Lead, Pump Rods, Turn Buckles, etc.

EVERY HARDWARE AND METAL DEALER

should receive regularly our Monthly Stock List. It contains very accurate information about our Stocks which every dealer ought to know.

DON'T DELAY SEND TO-DAY

THE
Manitoba Steel & Iron Co., Limited
Steel, Iron and Metal Merchants
WINNIPEG - CANADA

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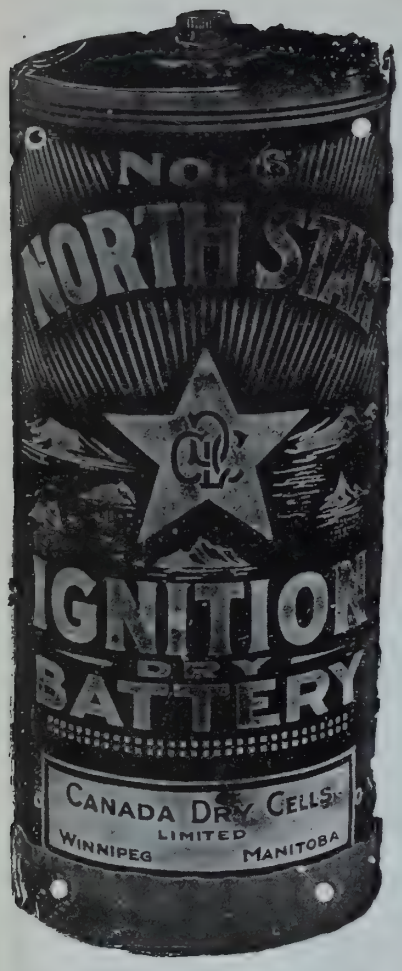


North Star Batteries Stay Sold

Each sale of North Star Batteries invariably brings a repeat order. Induce a person to once try them and they become steady users of this dependable line. Purchasers can rely on them for full measure of service.

There's A Reason

North Star Batteries are made of the highest grade materials, and by our special process of manufacture we lengthen the life of each battery at no additional cost to the consumer. They are guaranteed that if used under ordinary conditions to give a stronger spark and last longer than any other battery manufactured in Canada, and the price is lower than any other battery.

Prepare For the Demand

The demand for North Star Batteries is daily increasing. Users recognize them as the ideal battery.

Order a stock—You'll find a ready sale and worth while profit for them.

Your wholesaler or jobber can supply you, or write direct.

Canada Dry Cells Limited

WINNIPEG, MANITOBA

D. ACKLAND & SON, LTD.

Crescent Plowshares

Dreadnaught Truss Rod Hitches, and Doubletree Sets

Auto Accessories

Royal Oak Tires and Tubes

WRITE FOR OUR CATALOGUES

Shipments made promptly from Stocks carried in our warehouses at

WINNIPEG - CALGARY

If interested tear out this page and place with letters to be answered.

Let the Royal Prove its Merit in *Your* Store

THE real test of an electric cleaner is how well and easily it will do the work in the home. Will it get all the deeply imbedded dirt in the rug as well as lint, hair, threads, and litter on the surface? Will it clean under the beds, close to the base-boards and in the out-of-the-way places?

Will it remove germ-laden dust and dirt lodged in draperies, upholstery, mattresses, walls, ceilings, closets, stairways and other un-get-at-able places?

Is it light in weight, easy to operate, economical and thorough?

To thousands of women the Royal has proven a household blessing because it satisfactorily answers all of these questions.

Just a touch of the handy switch on the handle, and the powerful, cleansing air stream is ready to save hours of heart-breaking, back-straining household drudgery.

Let us send a Royal to your store and let you try it yourself. A few minutes trial will convince you that it is the one vacuum cleaner for you to sell. There's a good profit too.

Great West Electric Co., Ltd., Winnipeg

ROYAL
QUALITY SERVICE
ELECTRIC CLEANER

Cleans by Air-Alone.

"The Name is a Guarantee of Merit"

Over Seventy Years of Honorable Dealing--
Is Your Protection

COMBINED BUYING

One of Your Best Assets

Auto-Motive Equipment

Sporting Goods

Shelf Hardware

The Profitable Plan to adopt in placing your orders is to buy all your requirements from the same source. Thereby saving Book Work and the extra expense of freight, draying and express charges.

Our well-assorted stock offers this Convenience.

Stoves

Cutlery

Oils and Greases

Heavy Hardware

Exclusive Western Distributors

Humphrey's English Cutlery, Moffat Stoves, Muskegon Washing Machines, Michelin and Firestone Tires and Tubes.

A TRIAL ORDER WILL CONVINCE YOU OF THE WISDOM OF RELYING ON US FOR YOUR SUPPLIES

SEND US YOUR MAIL ORDERS

SERVICE *"Only Goods of Recognized Quality"* SATISFACTION

WOOD, VALLA

WINNIPEG AND REGINA

OUR OTHER HOUSES:

WOOD, VALLANCE & JAMES, Hamilton and Toronto
WOOD, VALLANCE & ADAMS, LIMITED, Calgary
WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson
WOOD, VALLAOCE & LEGGAT, LIMITED, Vancouver

If interested, tear out this page and keep with letters to be answered.

COMBINED BUYING Affords the Retailer More Opportunity for Profit

MOFFAT'S RANGES

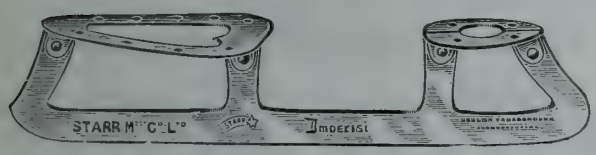
THE FAVORITE WITH CANADIAN WOMEN

Send for Illustrated Circulars—Nine Exclusive Features of Construction

Our Sporting Goods Department

INCLUDES

Everything for Fall and Winter Sports



We Carry All Models of STARR SKATES

Our Cutlery Department

OFFERS

A Wide Selection of Patterns in Cut Glass

SERVICE "TO DELAY A NECESSARY PURCHASE IS TO LOSE MONEY" **SATISFACTION**

NCE LIMITED

WINNIPEG AND REGINA

OUR OTHER HOUSES:

WOOD, ALEXANDER & JAMES, Hamilton and Toronto
WOOD, VALLANCE & ADAMS, LIMITED, Ca gary
WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson
WOOD, VALLANCE & LEGGAT LIMITED, Vancouver

If interested tear out this page and place with letters to be answered.

Sales — Profits

SWAN
Weatherstrip

Positively Prevents Drafts

This popular, quick-selling weatherstrip has been ingeniously designed and constructed with remarkable technical skill and foresight, especially for doors. It absolutely eliminates drafts and assures a tight, satisfactory closure of the door.

Made in Convenient Lengths

Two pieces 7 feet long for the two sides; one piece 3 feet long for the bottom; a piece 3 feet long for the top. A packet of nails is included. Holes for nails are drilled to prevent splitting.

Conveniently Packed

It is put up in handy, convenient bundles of ten sets. Each bundle weighs 18 pounds.

It is made of wood and felt, with absolutely no rubber to dry out and crack, nor metal to buckle and cause annoyance.

Swan is beautiful in appearance as well as useful and durable, being made from handsome, selected oak or beautiful fir nicely finished. The felt is specially manufactured; very durable and lasting—Green in color.

Pays to Order Early

Don't overlook the attention value of appearance, supported by strong, practical, selling points that close the sales quickly and without time-consuming argument.

Sold by

J. H. Ashdown & Co., Marshall Wells Co., Walter Woods Co., Winnipeg Paint & Glass Co., Merrick, Anderson Co., Wood, Vallance Co., Miller, Morse Hdwe. Co., Mackenzie Brothers, Winnipeg.

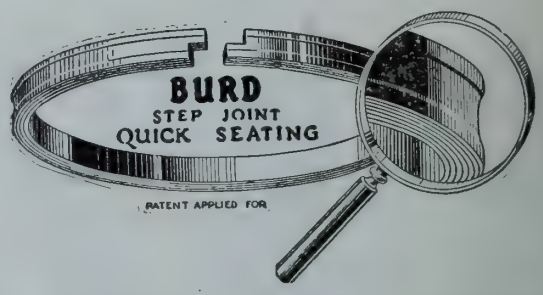
Also through other leading jobbers throughout Canada.

The Swan Mfg. Company

Winnipeg, Canada

Largest and most complete stock of Piston Rings in Western Canada.

Standard equipment on many leading Aeroplanes, Automobiles, Tractors and Trucks



Especially adaptable for scored and worn cylinders

For sale by all jobbers, dealers, repair shops, hardware stores and garages

Burd Ring Sales Co. of Canada

322 McIntyre Block, Winnipeg Phone A1145

Distributors for Manitoba, Saskatchewan, Alberta and British Columbia

Establishing the Reputation of a New Firm or Extending the Reputation of an Old One

When the shrewd, modern advertiser has successfully harnessed the great power of publicity to his business, his next operation is the selection of a definite objective. Perhaps one of the most familiar objectives that makes his continuous advertising productive and profitable is the establishing or extending of the firm's reputation by a regular weekly message to the whole hardware trade of Canada setting forth the claims and policies of the house. The trade invariably prefers to purchase from a concern that has become familiar in the pages of their favorite trade newspaper—HARDWARE AND METAL.

If interested, tear out this page and keep with letters to be answered.

We have

Galvanized "Winnipeg" Shingles
Galvanized Sidings in all patterns
MAX Round End Stock Troughs
Oil Waggon Tanks
Oil Barrels

Ready for Immediate Shipment

When material is hard to get send your orders to the place where large stocks are ordinarily carried. The habit of a big stock means the possibility of an assortment that can satisfy your needs.

WESTERN STEEL PRODUCTS, LIMITED

WINNIPEG MAN. | REGINA SASK. | CALGARY ALTA. | EDMONTON ALTA.

B. M. HILL & COMPANY, LIMITED

Oil Brokers

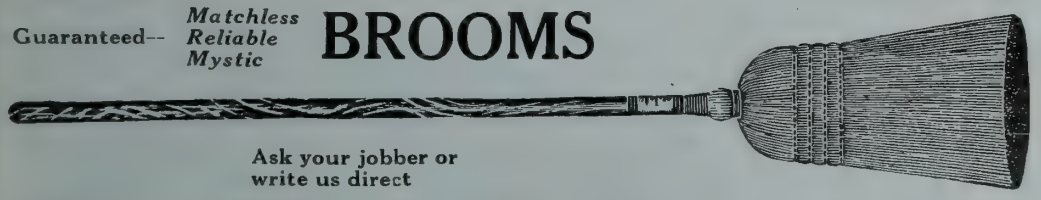
MONTREAL TRUST BUILDING

Phone, wire or write for prices on:

Linseed, Automobile, Tractor and Lubricating Oils and Greases

"HILLCO SERVICE"

Guaranteed-- *Matchless Reliable Mystic* **BROOMS**



Ask your jobber or write us direct

Canadian Broom Mfg. Co., Limited

Winnipeg, Man.

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application *Immediate Shipment*

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

If It's

GREAT WESTERN

SOLDER - LEAD - BABBITT METAL

It's Good

Made In Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.

Vancouver, B. C.

Wm. M. Gordon & Co., Chamber of Commerce Bldg., Winnipeg, Man.

A. G. Low Co., Saskatoon Sask.

More Power
Greater Mileage
Fuel Economy
With "Buffalo"

English Motor Oil

When you sell "Buffalo" you sell a valuable service as well as an article. These splendid lubricants provide thorough and efficient lubrication on Automobiles, Trucks and Tractors. They establish a smooth film between all moving metal surfaces.

Special Transmission Lubricant

The wear is reduced on bearings, pistons, rings, cylinder walls and transmission gears—reduced to the minimum.

Your customer gets fewer repairs and replacements and lower depreciation rate.

Made in Canada

Prairie City Oil Company

Winnipeg

Canada

Tractorlene Oil

If interested tear out this page and place with letters to be answered.

J. H. Ashdown Hardware Co., Ltd.

Largest Wholesale Hardware Dealers in Canada

Diamond "A" Brand Hardware

Satisfaction is positively assured to all users of Diamond "A" Hardware. The quality is unequalled, the workmanship the best, the finish is exceptionally fine and the Ashdown Guarantee is back of every article branded Diamond "A."

Satisfied customers become friends. When you sell Diamond "A" Brand Hardware you extend the circle of your friendship.

Fifty-one years of successful merchandising behind the Diamond "A" Trademark.

The name "Ashdown" is a household word for good hardware and efficient service.

Below are enumerated some of the goods that are branded with the Diamond "A" Trademark.

Mechanics' Tools
Washing Machines
Wringers
Stoves and Ranges
Harvest Tools
Water Supply Systems
Electric Light Plants
Lead Pencils
Churns
Cutlery
and many other lines

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested, tear out this page and keep with letters to be answered.

J. H. Ashdown Hardware Co., Ltd.

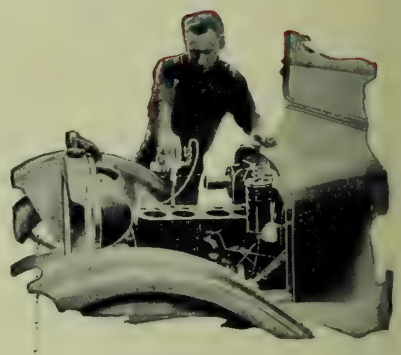
Largest Wholesale Hardware Dealers in Canada

Automobile Accessories

Jackson Electric

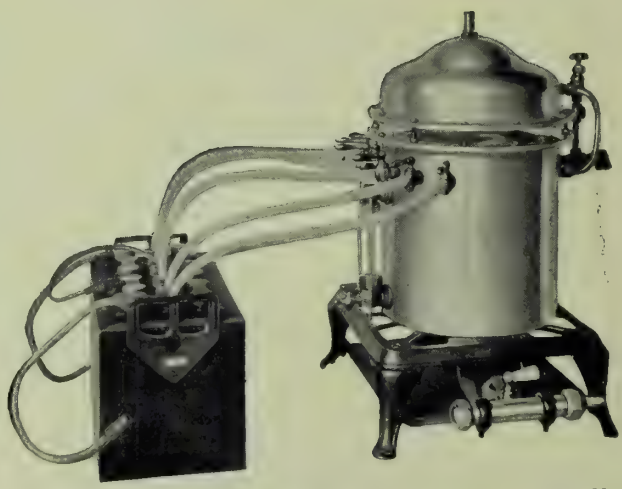
Assure yourself of gaining the confidence of your customers by selling goods that give complete satisfaction.

Jackson Electric Valve Grinders

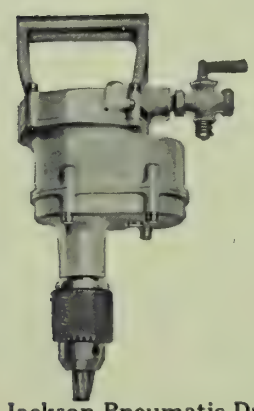


In Operation

The Jackson Valve Grinder is a mighty well-tried and proven device—simple, inexpensive and almost automatic.



The Jackson is the most easily operated valve grinder on the market. Simply connect it up to the nearest electric light socket and it's ready to grind.

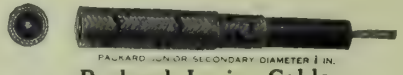


Jackson Pneumatic Drill

Ibsco Automatic Battery Steamer and Still

Write for complete description.

Packard Ignition and Lighting Cables



Packard Junior Cable

Boko Folding Auto Chair

Write to-day for Catalog giving full description of these goods.

The J. H. Ashdown Hardware Co., Limited

Calgary **Winnipeg** **Saskatoon**

If interested, tear out this page and keep with letters to be answered.

J. H. Ashdown Hardware Co., Ltd.

Largest Wholesale Hardware Dealers in Canada

Personal Service

Service has been the keystone of our success. Our constant aim is improvement. With this end in view we have created a "Personal Service Department," under the direction of Mr. Dave Burnet, an experienced hardware man and former member of our travelling sales force. We believe we are the only hardware house in Canada conducting a department of this nature.

The object of the "Personal Service Department" is to give our friends direct personal attention either when they visit Winnipeg, and honor us with a call, or when they have occasion to write, phone or telegraph concerning any special or personal matter.

We want our friends to feel free to avail themselves of the service this department can render, and we will appreciate their co-operation to make it a conspicuous success.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested, tear out this page and keep with letters to be answered.

DIAMOND A BRAND ASHDOWN'S GUARANTEE

J. H. Ashdown Hardware Co., Ltd.

Largest Wholesale Hardware Dealers in Canada

DIAMOND A BRAND ASHDOWN'S GUARANTEE

"Jackson's"

Camphorated Floor Wax

In 2½-oz., 5-oz., 11-oz., 1-lb., 2-lb. and 4-lb. Tins.
(16-oz. net to the pound.)

Better! Cheaper! British!

Are you participating in the excellent profits on this line?
Extensively advertised and in great demand.

"Jackson's" Famous Motor-Car Polish

Good Profits

Well Advertised

Prevents cracking and dulling of varnish, removes dirt and makes old cars look new.

Invaluable for use on choice furniture, pianos, etc. Fills all cracks, scratches and rough places.

Made by

T. S. Jackson & Sons, Limited

London **England**

If interested, tear out this page and keep with letters to be answered.

J. H. Ashdown Hardware Co., Ltd.

Largest Wholesale Hardware Dealers in Canada

Burgess Batteries

The "Burgess" Name stands for Profit Insurance on your Battery Business.

Patented Packing, uniformly high quality, attractively labeled package, long shelf life and superior service make Burgess the "repeater" for the merchants.

Here's how the Burgess policy protects you:

Every Burgess product is fully guaranteed and you are protected by an unqualified agreement to replace any article which does not give satisfactory service.

Flashlight Cases and Batteries

Burgess manufacture a complete line of flashlight cases and flashlight batteries in all styles and sizes, carrying the unqualified agreement.

Uniplex Batteries

Burgess Uniplex batteries are actually waterproof. This is the most serviceable of all types of dry batteries—easy to connect, handy to carry and take up little space.

Burgess Products are not sold by Mail Order Houses.

Write for Literature.

If interested, tear out this page and keep with letters to be answered.

J. H. Ashdown Hardware Co., Ltd.

DIAMOND A BRAND ASHDOWN'S GUARANTEE

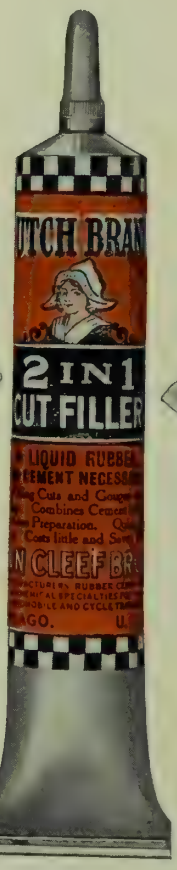
Largest Wholesale Hardware Dealers in Canada

DUTCH BRAND
TRADE MARK

Products Stand for Service

Cycle and Automobile repair materials must be had at once. Dealers should buy from jobbers like J. H. Ashdown Hardware Company, whose source of supply assures them of getting what they want when they need it.

Our large stocks of raw materials and splendid factory facilities enable us to make prompt shipments of DUTCH BRAND Accessories. We co-operate with J. H. Ashdown Hardware Co. to enable them to give their customers service.



VAN CLEEF BROS.

Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties

CHICAGO, ILL. U. S. A.

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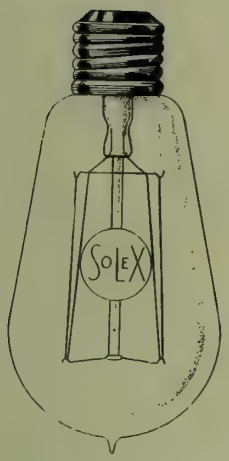
J. H. Ashdown Hardware Co., Ltd.

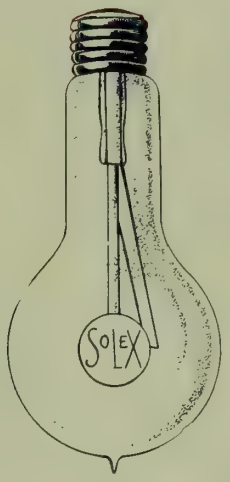
Largest Wholesale Hardware Dealers in Canada

Solex
Electric Lamps



Tungsten Lamp

Round Tungsten



Nitrogen Lamp

Lamps That Save Money

Solex Lamps combine quality materials, and superior workmanship. They are brilliant—yet economical, giving a white, intense light closely resembling natural light. Solex Lamps give more light for the same cost of current, to which is added an average life guarantee of 1,500 hours. These efficient lamps save money. There are Solex Lamps to meet all requirements of the home, factory, office, or farm.

The Blue Lunar Lamp when illuminated gives a soft and diffused light. A most suitable lamp for window illumination.

All Solex Tungsten Lamps are pure, continuous filament drawn through diamond eyes into a fine, strong wire. Breakage is minimized through springy metal supports.

The Round Bulb Tungsten Lamp will be found in some cases more suitable than the pear-shape. Can be used to fit in smaller electric light fixtures, etc.

The Solex Low Voltage Nitrogen Lamps are specially designed for use on farms. Conserve electricity, yet give a steady, bright light.

Write to-day for full particulars of this money-making plan.

Solex Co., Ltd.

Montreal **Toronto** **Winnipeg**

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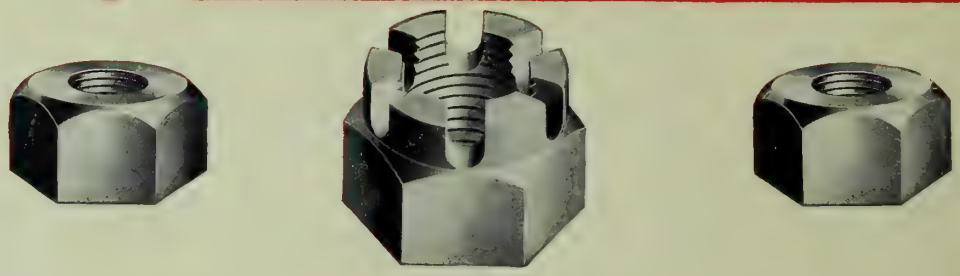
J. H. Ashdown Hardware Co., Ltd.

Largest Wholesale Hardware Dealers in Canada

Namco SCREW MACHINE products



Cap and Set Screws

STANDARD

V., U.S.S. and S.A.E. Cap Screws
V. and U.S.S. Set Screws
S.A.E. Plain and Castellated Nuts
V. and U.S.S. Semi-finished Nuts

SPECIAL

Screw machine product up to 2¼" diameter to customers' specifications

Owing to the market shortage of raw material, it is to the customers' advantage that they anticipate requirements as far ahead of use as possible.

J. H. ASHDOWN HARDWARE COMPANY, LTD., WINNIPEG, Distributors

THE NATIONAL ACME COMPANY

Montreal, P.Q.

De Courcelles **G.T.R.R.**

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J. H. Ashdown Hardware Co., Ltd.

Largest Wholesale Hardware Dealers in Canada

The Tire That Makes Dollars For Dealers

¶ K. & S. Tires sell themselves—largely because of the guaranteed mileage they give, and which has never been surpassed.

¶ K. & S. Tires bring you repeat orders with least tire adjustments.

¶ K. & S. Tires are nationally advertised combined with a dealers' sales help plan which is individual and exclusively original.

¶ K. & S. Tires are in demand. If you are keen on big business better write us for more details —and do it *NOW!*

Western Distributors

The J. H. ASHDOWN Co., Limited

WINNIPEG - CALGARY - REGINA - SASKATOON

K. & S. Tire & Rubber Goods Ltd.

TORONTO, HAMILTON, WINNIPEG, MONTREAL

If interested tear out this page and place with letters to be answered.

DIAMOND A BRAND ASHDOWN'S GUARANTEE

J. H. Ashdown Hardware Co., Ltd.

Largest Wholesale Hardware Dealers in Canada

DIAMOND A BRAND ASHDOWN'S GUARANTEE

QUICKEST TURNOVERS?

Why Eveready—Of Course

Ten to twelve times a year is the dealer's average turnover on Eveready "flashlight" cases and Tungsten Batteries.

A whale of an argument to keep this all-seasons line complete and display it prominently in your window and show case, for no other line has the all-year-'round appeal of "flashlights."

The big Renewal Feature gives Eveready a lead on other merchandise, for to-day's purchaser of Eveready Daylo is a future purchaser of Eveready Tungsten Batteries—renewals which pile up profits. Eveready distribution assures a supply to meet the demand.

SELL MORE EVEREADY FLASHLIGHT BATTERIES. THEY FIT ALL FLASHLIGHTS

FLASHLIGHTS EVEREADY BATTERIES

If interested tear out this page and place with letters to be answered.

J. H. Ashdown Hardware Co., Ltd.

Largest Wholesale Hardware Dealers in Canada

Exclusive Agent for Kyanize

KY-AN-IZE

A new line to capture the Motorist's Trade—Kyanize Motor Car Enamels

ATTENTION! LIVE DEALERS

In unrestricted territory the Exclusive Kyanize Agency is open to one live dealer only. Fast moving goods, steady profits, attractive packages and an excellent product, backed by the most aggressive.

All advertising material furnished Free, such as, Display Stands, Color Cards, Booklets and other helps.

Write Us For Full Particulars

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

These Helps Free

These Helps Free

If interested tear out this page and place with letters to be answered.

J. H. Ashdown Hardware Co., Ltd.

Largest Wholesale Hardware Dealers in Canada

The Voss Electric Washer

with Reversible Wringer and Drain Board

All working parts under the tub entirely protected and out of the way.

Substantially built and well finished.

Designed exclusively for Power.

For Direct or Alternating Current,

For 110-volt or 32-volt systems.

There is a big, responsive market in Canada to-day for a dependable electric washing machine. The Voss Electric Washer has stood the test for many years and dealers will have better satisfied customers if they sell them a Voss.

Washes either delicate laces or the heaviest blankets.

VOSS BROTHERS MANUFACTURING COMPANY

DAVENPORT ∴ IOWA

If interested tear out this page and place with letters to be answered.

North Star Oil & Refining Company LIMITED

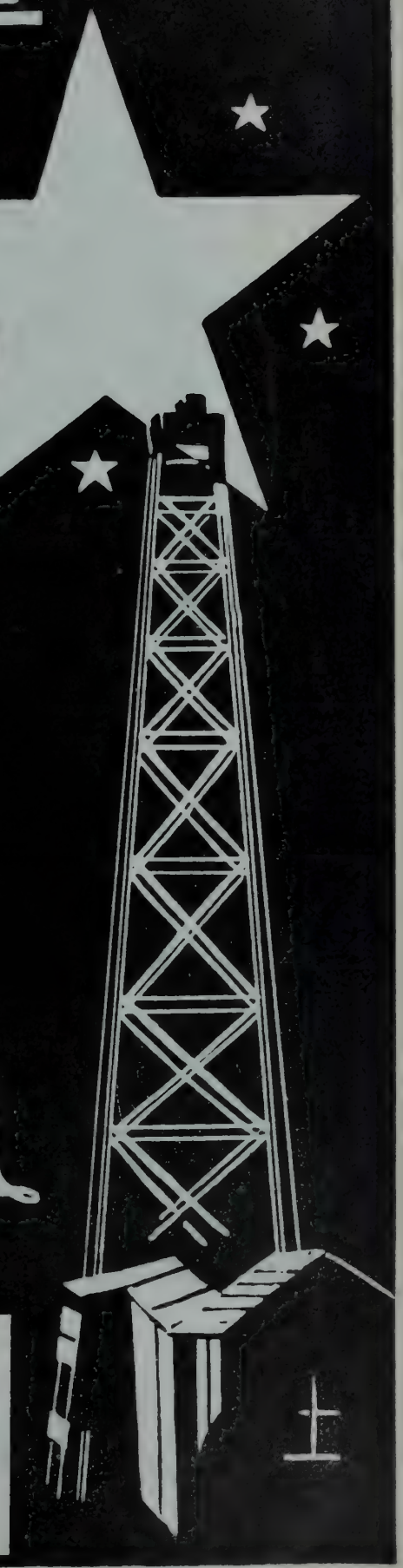
WILLIAM PENN MOTOR OIL

"High as the Stars in Quality"

Red Star Gasoline

★

William Penn MOTOR OIL



HEAD OFFICE : WINNIPEG

Branches throughout the West

O-RIB-O

F. J. C. COX, President

L. H. BROCKEST, Sec.-Treasurer

1911

1913

O-Rib-O Manufact

Winnipeg

O-RIB-O

Opening New Factory

40 x 200 ft., 2 floors, Modern, equipped to manufacture all lines of Sheet Metal Work.

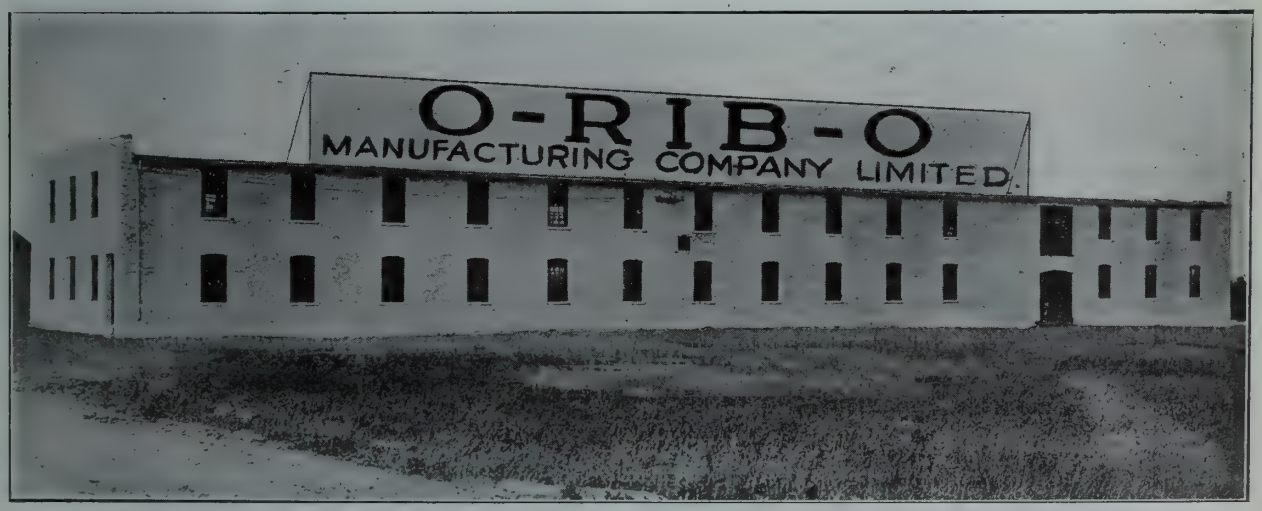
Announcement

Reversible Elbows. Black Tin and Galvanized for stove pipes, ventilating and furnace pipes in all sizes. This is a new product on the Canadian market; surpasses old style handmade elbows; can be turned easily to any angle and is guaranteed not to come apart.

JOHN BROCKEST, Vice-Pres. and Gen. Manager

Some O-Rib-O Products

Stove Pipe
Stove Pipe Elbows
Furnace Pipes and Fittings
Adjustable Screw Thimbles
Air-tight Heaters
Heating Drums
Drum Ovens
Camp Stoves
Sanitary Closets
Coal Scuttles
Grain Scoops
Revolving Chimney Tops
Farmers' Feed Cookers



1920

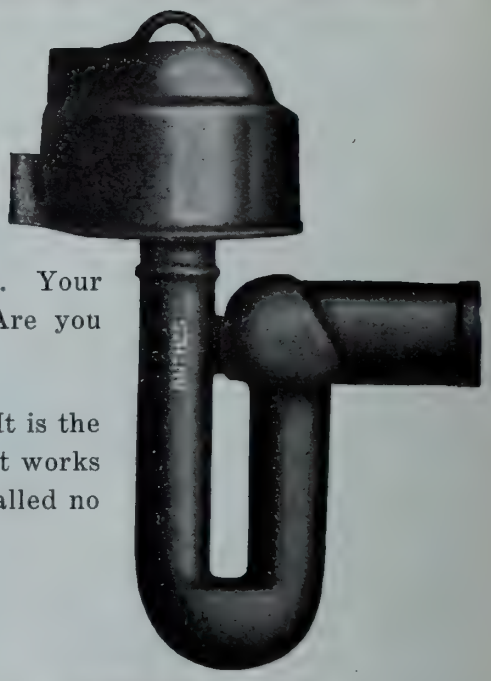
uring Company, Ltd.

Manitoba

ANTHES FOUNDRY LIMITED

ANTHES SYPHONS

The Heart of a Sewage Disposal System



Here is a profitable field of business for every rural dealer. Your farmer customers are installing Sewage Disposal Systems. Are you getting your share of the business?

The Anthes Syphon is endorsed by all sanitary engineers. It is the only flushing device known that operates under natural law. It works automatically—no moving parts to get out of order. Once installed no further attention is required.

CIRCULAR and BLUE PRINTS on Request

ANTHES ADJUSTABLE NON-SYPHON SINK TRAP

This Trap is designed so as to be positively **NON-SYPHONING,** and is a very convenient and economical Trap for use on either new or old work.

Tapped for 1½ in. Iron Pipe Supplied with N.P. Slip Joint Nut and Cast-Iron Sink Connection.

Approved by the City of Winnipeg Plumbing Inspection Department.

We also manufacture a line of plain S and P Traps, Bottle Traps, Adjustable Bath Traps, Sink Collars, Sink Brackets, Boiler Stands, etc.

Specify "ANTHES" in Orders

SOIL PIPE, FITTINGS, etc.

"ANTHES" lines handled by all the leading wholesalers in the West. If your Jobber cannot supply you write us direct.

ANTHES FOUNDRY, LIMITED

WINNIPEG

Western Sales Agents: STANLEY BROCK, LTD., Winnipeg, Calgary, Vancouver

Do Business With The Leading Sporting Goods Firm In Western Canada!

We specialize in Sporting Goods of all Descriptions

We are sole agents for the celebrated Kay Red Hone Curling Stones, the original Kay stones—the only ones with a "K" as a trademark on the striking band.

Write now for prices on Curling Stones

HSA

The Hingston Smith Arms Co., Limited

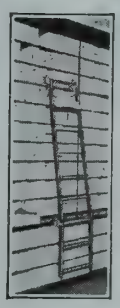
Winnipeg Edmonton Calgary

OWL BABBITT METALS

Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.

OWL METAL COMPANY WINNIPEG

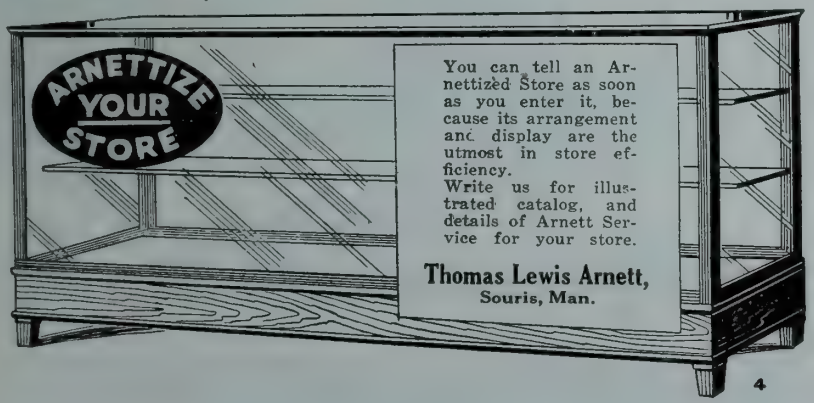
MILBRADT LADDERS



are made in many styles and to fit all kinds of Shelving. They are made to order.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN, U.S.A.



You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency.
Write us for illustrated catalog, and details of Arnett Service for your store.

Thomas Lewis Arnett,
Souris, Man.

4

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72 - 74 Princess St. Winnipeg

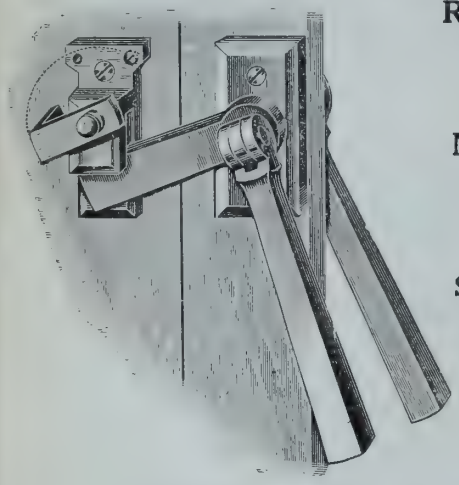
HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA
P. R. BRECKEN, Limited
Manufacturers' Agent
108 Sixth Avenue West
CALGARY ALBERTA

"Dazee Brand" Woodenware
Buy Western-made Washboards, Step Ladders, Rake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.
The Brett Mfg. Co., Limited
Winnipeg, Man.

HARDWARE SPECIALTIES
BRASS AND ALUMINUM CASTINGS
GREY IRON CASTINGS
MAGNET METAL & FOUNDRY CO., LTD.
WINNIPEG, MAN.

The Long Felt Want

Double Lever Handles
For
French Doors or Casements
Reversible

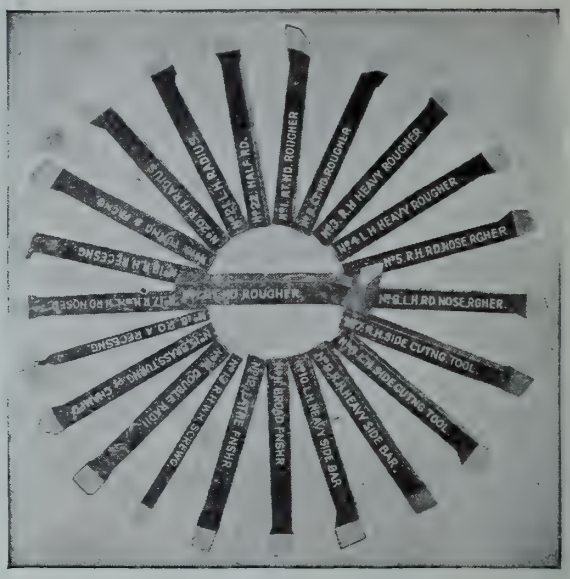


No. 5240

SAFETY CATCH INSIDE

FREDERICK GILES & SONS
BRASSFOUNDERS
BIRMINGHAM - ENGLAND

Canadian Agent:
BOX 431 **S. DAVIES** WESTON ONT.



SELLING AGENTS WANTED

"J.B.R." Tools have a substantial piece of High Speed Steel, the best Sheffield skill can make, scientifically welded on to a toughened 5 Carbon Steel Shank. An obvious saving. Four to five months' life per tool. Dead hard all through. No forging. Why buy H.S.S. to make tools when you can now buy the best quality tools ready for use with correct cutting shape and angles. These tools now in use throughout Great Britain and being exported wholesale. Delivery from stock. Send for lists and particulars.

THE "J.B.R." TOOL WORKS
LONGSIGHT - - MANCHESTER
Phone: Rusholme 1153. Wires: "Rigidity, Manchester."

Made in Scotland. TRADE MARK "MORRISCA" Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—
MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

SHEFFIELD CUTLERY

H.R.S & Co.
Regd. Trade-Mark

Henry Rogers, Sons & Co., Ltd.
Estab'd. 114 Years
SHEFFIELD AND WOLVERHAMPTON ENGLAND

Representatives: Harry F. Moulden & Son, Winnipeg

G. Brodie Breeze & Co.
GOLF CLUB MAKERS
182 Trongate - - GLASGOW
ESTABLISHED 1888

Everything for Golf
GOLF CLUBS, BAGS, BALLS, Etc.
BEST HICKORY SHAFTS
PERSIMMON AND BEECH TURNED HEADS
ALL PROFESSIONALS' SUPPLIES

If interested, tear out this page and keep with letters to be answered.

We are Exhibiting a Full Range of

J. & S. British Made Small Tools

at the

National Exhibition, Toronto

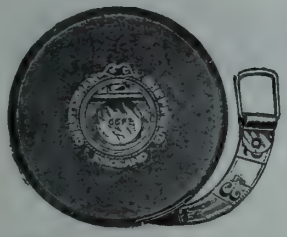
and shall have inquiries from buyers in your district. Get the **J. & S.** range of Small Tools in stock at once and so enable us to pass inquiries and orders to you for

Centre Drills
Drill CHUCKS
Scroll CHUCKS
Drop-forged Tool-Holders
Boring Bars
Mandrels, etc.
Cutting-off Tools
Knurling Tools
Thread-cutting Tools
SLEEVES
SOCKETS
Machine Vises, etc.

Ask us immediately for samples and literature

A.A. Jones & Shipman LIMITED
LEICESTER

Canadian Office and Warehouse:
Page Building, Corner King and Jarvis Streets, TORONTO

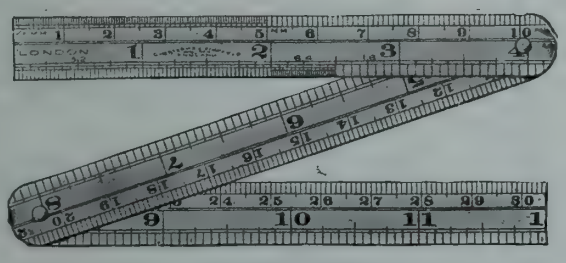


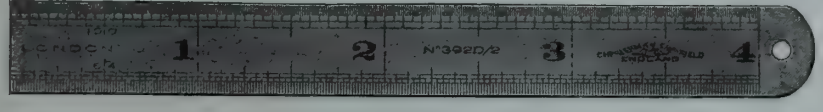
Wind-up Measures, Steel, Linen and Metallic. With Improved Patent Flush Handle.

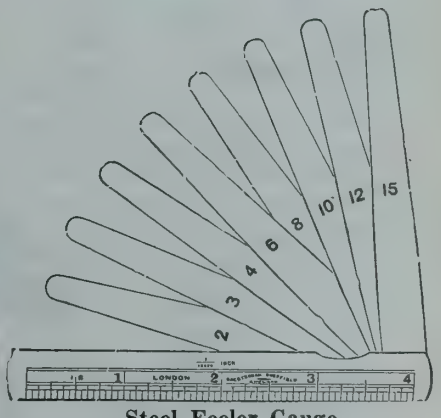
JAMES CHESTERMAN & CO., Limited

SHEFFIELD, - ENGLAND

Manufacturers of Measuring Tapes, Steel Rules, Straight Edges, Surveyors' Band Chains, Engineers' Tools.







Steel Feeler Gauge

For Prices, Catalogs, etc., Apply to

F. H. SCOTT, 404 Coristine Bldg., MONTREAL

If interested, tear out this page and keep with letters to be answered.

WARD & PAYNE'S

ANVIL BRAND

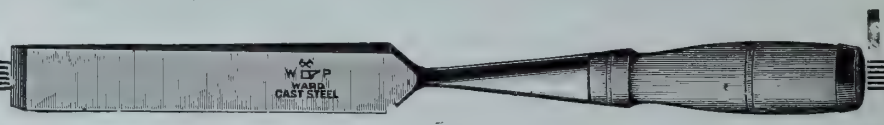
W P

SHEFFIELD

The **Anvil Brand** of celebrated Tools have been manufactured in England for the last 100 years. In that time the **Ward & Payne** Trade-mark has become a mark of distinction that stands for the **highest quality** in light-edge tools. Build your sales on this excellent reputation. The tradesman takes pride in the possession of a **Ward & Payne** and the dealer makes a splendid profit in selling him.

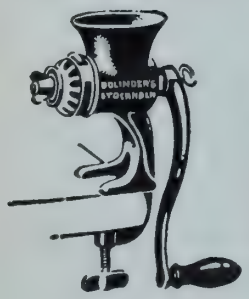
We are in a better position than ever to supply the Canadian market. Order from your jobber or write our nearest agent.

ALEXANDER GIBB, 3 St. Nicholas St., Montreal.
SHERMAN F. AINSLEE, 62 Temperance Street, Toronto.
BISSETT & WEBB, LIMITED, Winnipeg, Man.



BOLINDER'S

FOOD CHOPPING and MINCING MACHINES



THE "BOLINDER" FOOD CHOPPERS

Adjustable for chopping meat—coarse, medium or fine. Can be used to the same advantage for mincing fruit, vegetables, eggs, cheese, etc. Ahead of every other make on account of their many-sidedness.

Food Choppers made in 4 sizes.

The "BOLINDER" Mincing Machines

Are of the very highest standard. All surfaces are smooth to prevent the accumulation of dirt and to facilitate cleaning. **Made in 9 sizes**

Both machines are constructed on the American system and all parts standardized to interchange with other machines of the same type.

The **Cutters** are of case-hardened Swedish steel, specially tempered and practically blunt-proof. The **Tinning** is extra heavily coated by expert workmanship with purest tin.

Exclusive selling rights granted to dealers where we are not actively represented.

For catalogues, prices and terms please write.

J. & C. G. BOLINDERS MEK. VERKST. A. B., STOCKHOLM, SWEDEN

RAZOR STROPS

Right
From
England

You, as a jobber, know how well British-Made goods sell in the Canadian market. To your customers, as well as yourself, you must fulfil your conscientious duty of buying and selling the very best. Of no line is this more true than of razor strops.

For Immediate Sale We Offer High-Grade English Strops From Stock

Importing direct from the manufacturer we are prepared to sell on close margin strops of superior quality. Wire or write your orders today to

Dingley Bros. Export Limited
Lindsay Building, Montreal
W. T. Evans—Canadian Representative

TUCK & COMPANY LIMITED

Manufacturers of:—

Asbestos and other packings for High Pressure, Steam, Hydraulic and other purposes.

Vulcanized Rubber Sheet, Valves, Insertion, etc.

"Saricto r"
Steam and Water Packing

Tighe's Wire Bound Hose For Oil, Gasoline, Water, etc.— Contains no rubber.

None genuine unless bearing this registered trademark.

CAOUTCHOUC

TRADE MARK

London, Liverpool, Cardiff, etc.

ESTABLISHED 1850

At the present time, when the trade is considering packing requirements for fall and winter business, this announcement that Tuck & Company, Limited, have established resident representation in Canada will be of special interest. This firm has been well known to the Canadian trade for over half a century, and the full line of packings and beltings, etc., which they manufacture, is considered here, as in England, to have no superior on the market. It will pay you to give this line due consideration.

Address inquiries to—

Canadian Representative

WILLIAM J. BROWN

117 Youville Square Montreal, P.Q.

TELEPHONE: MAIN 2387

STAINLESS CUTLERY

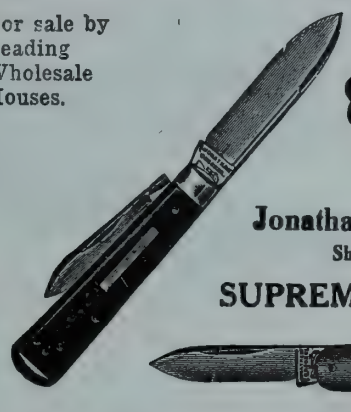
Quick Deliveries -- Cut Prices
Indents through English Merchants

JAMES ALLEN & CO.

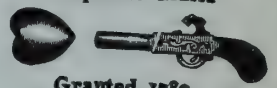
Cutlery Manufacturers

SHEFFIELD ENGLAND

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY

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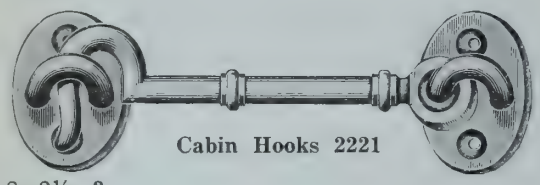

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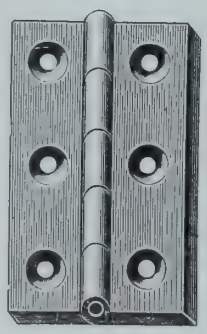

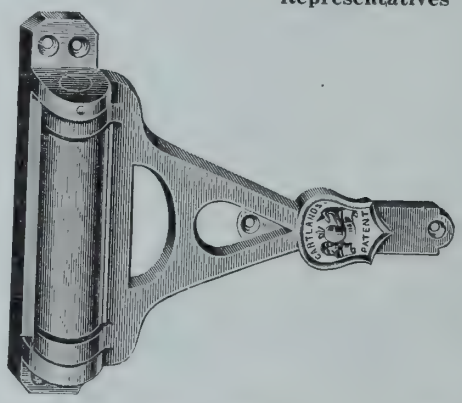

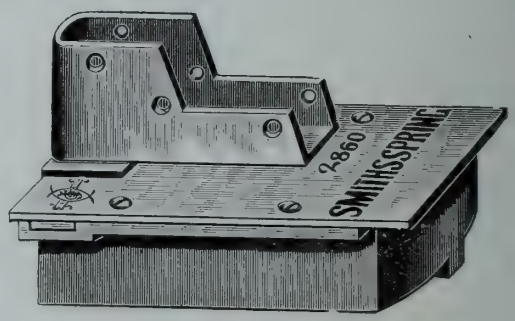

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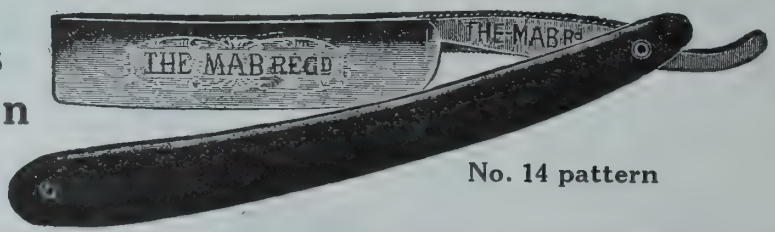

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(Patent No. 150,527/13)

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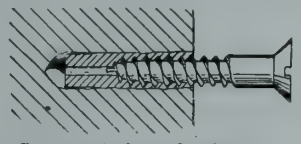

Screw entering, showing expansion of Rawlplugs against side of hole.

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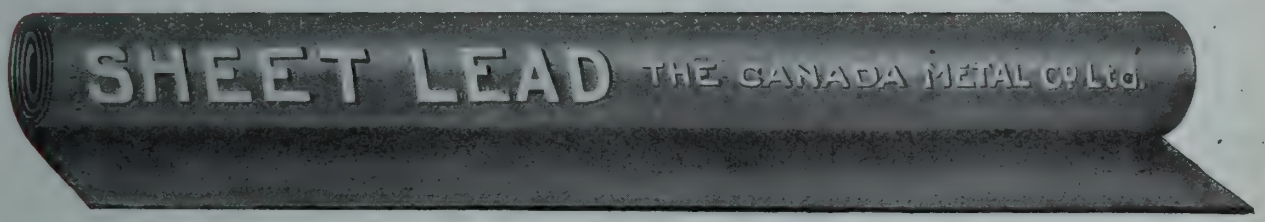

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Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

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Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Cans, Oil
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Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.
Jacobs Mfg. Co., Hartford, Conn.
Jones & Shipman Limited, Toronto, Ont.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Barrett Roofings, Cements Industrial Paints etc.

THESE Barrett Products are widely advertised in farm and technical publications throughout every province. The demand created by this advertising, *plus* the requirements of thousands of users who have already proved the superiority of these products, means easy sales for dealers who are alive to the opportunity.

We can fill your orders promptly, if you send them *now*.

Everlastic "Rubber" Roofing

THIS is the biggest selling roll roofing on the Canadian market.

It is popular with users, because moderate price and long service mean sound economy.

It is popular with dealers, because quick sales and satisfied customers mean larger profits and more business.

Long years of manufacturing experience and the use of carefully selected materials insure the uniform high quality of Everlastic "Rubber" Roofing. It is *always* good.

Everlastic "Rubber" Roofing is made in three weights; light (1-ply), medium (2-ply) and heavy (3-ply), and put up in rolls containing 108 square feet. Nails and cement are packed with each roll.

Everlastic Liquid Roofing Cement

FOR renewing the life of old and worn-out felt and "rubber" roofing, Everlastic Liquid Roofing Cement is positively without an equal. It is easy to apply and forms a new wearing surface that is smooth, tough, waterproof and so durable that it makes the old roof good for several years of extra service.

Although Everlastic Liquid Roofing Cement is a comparatively new product, roof owners have been quick to recognize its value and it is a big seller everywhere.

If you want to save money for your customers you should sell them this remarkable Barrett Product.

Everlastic Liquid Roofing Cement comes ready for use in packages of various sizes, ranging from 1-pint cans to 40-gallon barrels.

The Barrett Trade-Mark stands for high quality products, moderate prices and fair dealing.

It pays to handle goods bearing the Barrett label.

Other Barrett Products are Creonoid (Fly Oil) Lice Destroyer and Cow Spray, Elastigum Plastic Patching Cement, Everjet Elastic Carbon Paint.

ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.

The Barrett Company LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Frederick Giles & Son, Birmingham, Eng.
Stanley Davies, Weston, Ont.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman Limited, Toronto, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Pedlar People Limited, Oshawa, Ont.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engineers' Supplies
A. Downs & Co., Manchester, Eng.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

"VIKO"

Aluminum Products

Ninety-Nine Per Cent.

Pure Aluminum

Here are some of the reasons why Viko Aluminum Ware sells:—Stamped from pure aluminum; tough and durable; light in weight; attractively and perfectly designed; does not tarnish; clean and sanitary; rust-proof, and free from poisonous compounds. Corners rounded for easy cleaning; economical, because they are fuel saving and last a lifetime. No enamel or plating to chip, crack or wear off. Heat readily, and distribute heat evenly, retaining it longer. Will not burn or scorch foods or leave a metallic taste. No joints or seams to give trouble; jointed with flat-headed rivets. Rolled rims, no grease can accumulate; handles, tinned steel; hinges, nickelled steel; non-porous, non-leaking and unbreakable, aluminum welded parts, double-lipped, parts easily replaced. Raised bottom prevents food burning. Write for catalogue.

Hurtubise Limited

Successors to

North American Hardware Supply Limited

222 Notre Dame Street West, Montreal, Canada

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THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

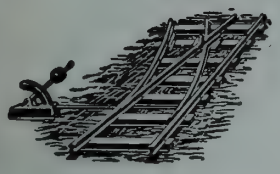
Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

G R

MINISTRY OF MUNITIONS



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of

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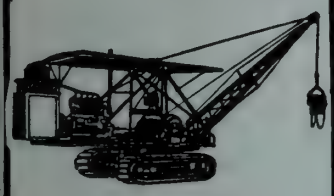
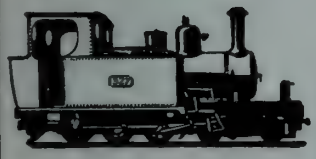
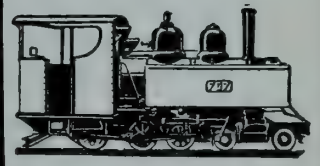
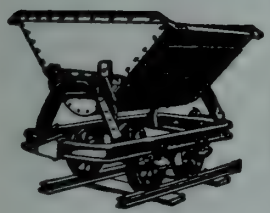
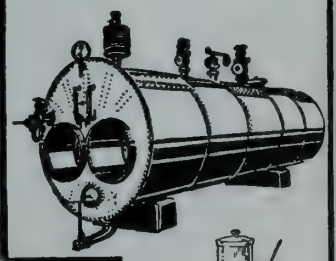
Factory Stores
Machine Tools
Railway Material
Contractors' Stores
Electrical Instruments and Machinery
Medical Stores
Chemical and Explosives
Motor Vehicles
Agricultural Machinery
Aircraft
Furniture
Textiles and Clothing
Boots and Leather Equipment
Motor Boats, etc., etc.





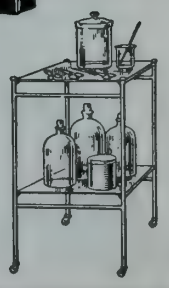






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, On
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng
The Steel Co. of Canada. Ltd.. Hamilton. Ont

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
The Northern Electric Co., Limited, Montreal, Que.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
The Solex Co., Winnipeg, Man.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont
The Hamilton Stove & Heater Co., Hamilton

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont
Dennis Wire & Iron Works Co., Ltd., London

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

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The

Bateman-Wilkinson Co., Limited

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THE BUYERS' GUIDE

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man..

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
B. M. Hill & Co., Limited, Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Cipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Phonographs
The Musical Merchandising Sales Co., Toronto.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rings
The Burd Ring Sales Co. of Canada, Winnipeg.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Expansion
The Rowe Plug Co., Ltd., London, Eng.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

BILLMONT

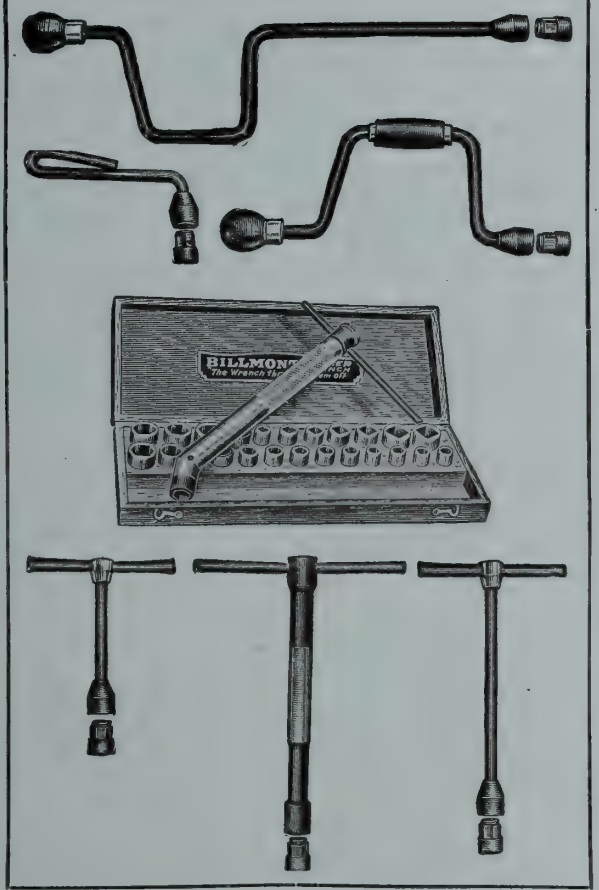
Quick turnovers, healthy profits and customer-satisfaction are items dealers and jobbers now view with greater interest than ever before. To carry in stock "just socket wrenches" and wait for the call is not the business builder nor profit reaper that comes from carrying a line such as Billmont with the universal nose-piece among its dozen or more other "headline" features.

Billmont Master, Junior, Long T, Short T, Rim Brace, Speeder, Offset and Rachet are all self-salesmen and dividend payers. The jobbers listed can supply you and if your jobber is not among "those present" ask him why.

Edgar C. Guthard Co. 361 East Ohio Street, Chicago, Illinois
C. C. Craig, *Western Canada Representative*, Winnipeg

These Jobbers at Your Service for Billmont Needs

Aikenhead Hardware, Ltd., Toronto, Ont.
The J. H. Ashdown Hardware Co., Winnipeg, Man.
Bowman Brothers, Ltd., Saskatoon, Sask.
Bowman Brothers, Ltd., Regina, Sask.
The Canadian Fairbanks-Morse Co., Ltd., Winnipeg, Man.
The Canadian Fairbanks-Morse Co., Ltd., Vancouver, B. C.
The Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
The Canadian Fairbanks-Morse Co., Ltd., St. John, N. B.
The Canadian Fairbanks-Morse Co., Ltd., Toronto, Ont.
The Canadian Fairbanks-Morse Co., Ltd., Saskatoon, Sask.
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Vancouver, B. C.
Canadian General Electric Co., Ltd., Montreal, Que.
The Chapin Co., Calgary, Alta.
Edwin Chown & Son, Kingston, Ont.
Cutten & Foster, Ltd. Toronto, Ont.
R. G. Edgcombe & Co., Ltd., London, Ont.
The Great West Saddlery Co. Ltd., Winnipeg, Man.
The Hobbs Hardware Co., Ltd., London, Ont.



Lamontagne Limited, Montreal, Quebec
D. H. Howden & Co., Ltd., London, Ont.
Hyslop Brothers, Ltd., Toronto, Ont.
Independent Electric Co., Ltd., Regina, Sask.
Keyes Supply Co., Ltd., Ottawa, Canada
McLennan, McFelly & Co., Ltd., Vancouver, B. C.

These Jobbers at Your Service for Billmont Needs

Marshall-Wells Company, Ltd., Vancouver, B. C.
Marshall-Wells Alberta Co., Ltd., Edmonton, Alta.
Merrick-Anderson Co., Ltd., Winnipeg, Manitoba
Miller-Morse Hardware Company, Ltd., Winnipeg, Man.
John Millen & Son, Ltd., Toronto, Ont.
John Millen & Son, Ltd., Montreal, P. Q.
Morrison-Blackwood Hardware, Ltd., Moose Jaw, Sask.
The Motor Car Supply Co., Ltd., Calgary, Alberta
The Motor Car Supply Co., Edmonton, Alta.
Northern Electric Company, Ltd., Toronto, Ont.
Northern Electric Company, Ltd., Montreal, Que.
H. W. Petrie, Ltd., Toronto, Ont.
Revillon Wholesale, Ltd., Edmonton, Alta.
The James Walker Hardware Co., Ltd., Montreal, Que.
Wood, Alexander & James, Hamilton, Ontario
Wood, Vallance & Adams, Ltd. Calgary, Alta.
Wood, Vallance, Ltd., Winnipeg, Man.
Wood, Vallance & Leggat, Ltd., Vancouver, B. C.
Motor Products, Ltd., Winnipeg, Man.

WRENCHES

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd. Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
The Damon Specialty Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Dorken Bros. & Co., Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

B·S·A

SPORTING RIFLES

LEE-ENFIELD ACTION

The B. S. A. Sporting Rifle illustrated has the same action as the famous Lee-Enfield model which proved superior in the firing lines of France. In extremely cold climates the Bolt always functions perfectly—a feature thoroughly appreciated by many veteran hunters where the mercury is below zero.

Since the war there has been a world-wide demand for B. S. A. Sporting Rifles. Dealers can therefore be sure of ready sales. There is satisfaction also in knowing that you are selling a good article that will help maintain the prestige of your business. The B. S. A. Trade Mark stands for rifles and shot-guns of unerring accuracy, perfect balance and excellent workmanship. It is a pleasure to place one of these firearms in the hands of a customer—to see him test its balance, open and close the breech, bring the butt to his shoulder and decide it will be *his* rifle!

Dealers are invited to write concerning the stocking and selling of B. S. A. Rifles and Shot-Guns.

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FRASER COMPANY

10 Hospital Street Montreal, Canada

Canadian Distributors

PRODUCTION EQUIPMENT CO., 5-9 Union Square, New York, N. Y.

Sole Agents for U. S. A.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screw Machine Products
The National Acme Co., Cleveland, Ohio.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Pedlar People Limited, Oshawa, Ont.
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
The Burrowes Mfg. Co., Toronto, Ont.

Sifters, Ash
Wiebusch & Hilger, Ltd., New York, N.Y.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Products
The Western Steel Products Ltd., Winnipeg, Man.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Ower Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Gurney Foundry Co., Ltd., Toronto.
Adam Hall, Limited, Peterborough, Ont.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian General Electric Co., Ltd., Toronto, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Are You Selling Brunswick Phonographs?

If not, you are neglecting a line which is earning big profits for many other live hardware dealers.

Brunswicks are not only big earners on their own account, but will attract more business to the other departments of your store.

It pays you best to sell

The Brunswick
ALL PHONOGRAPHS IN ONE

This instrument has many features not found on any other phonograph—features that give it an outstanding versatility and tone quality, and which make it the quickest selling phonograph.

Three of these features are:

1. **The All-Wood Oval Horn**—that delivers tone free from all metallic harshness, because it is made according to scientific laws.
2. **The All-Record, All-Needle Ultona**—that plays every make of record. A mere twist of the wrist instantly provides the exact weight, diaphragm and needle for every make of record.
3. **The 4-spring Silent Motor**—an exclusive phonograph motor built on a new principle that means absolute silence of the mechanism of reproduction and which continues to play even if any one of the springs happens to break.

Service from Three Warehouses

Write for details of our special proposition for hardware dealers.

The Musical Merchandise Sales Co.

Sole Canadian Distributors

819 Yonge Street - Toronto

Eastern Office:
719 Drummond Bldg.
Montreal

Western Office:
143 Portage Ave. E.
Winnipeg

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Thermos Bottles
The Canadian Thermos Bottle Co., Ltd., Toronto.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
The "J.B.R." Tool Works, Manchester, Eng.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
Jones & Shipman Limited, Toronto, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Canadian K.K. Co., Ltd., Elora, Ont.
The Coleman Fare Box Co., Limited, Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus. Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.
The Rex Import Co., Ltd., Glasgow, Scotland.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Limited, Toronto, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells, Ltd., St. Marys, Ont.
Voss Bros. Mfg. Co., Davenport, Iowa.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Wax, Liquid
The Damon Specialty Co., Toronto, Ont.
MacNeill's Liquid Floor Wax Co., Ltd., Toronto.

Wax, Floor
T. S. Jackson & Sons, Limited, London, Eng.
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Several Months of Brisk Selling Ahead

THERE are many bicycle sales yet to be made this year by the aggressive bicycle dealer.

It is comparatively easy for a good salesman to make a sale if it is pointed out to a prospect that there are still several months of fine weather ahead with the roads in the best of condition. And by buying now, the rider will be sure of having his bicycle ready for use with the first good roads next spring. Then, to clinch the sale, give him a strong talk on the many uses of

C·C·M· Bicycles

MASSEY—PERFECT—RED BIRD—CLEVELAND
COLUMBIA—GENDRON—IVANHOE

The Canada Cycle & Motor Co., Limited

Montreal Toronto WESTON, ONT. Winnipeg Vancouver

JACOBS CHUCKS

--- As Advertised

Jacobs Chucks have always fulfilled what has been claimed for them.

Their tested and proven performance has made them the choice of the driller and the preference of the purchaser. Hence their selection as standard equipment by foremost drill makers.

A standard product, widely advertised, makes it imperative for you to handle it. Both for your clients' sake—and your own.

That's why Canadian hardware dealers handling mill supplies have found Jacobs Chucks a most profitable line.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

THE BUYERS' GUIDE

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
Frothingham & Workman, Montreal.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
The Kennedy Hardware Co., Ltd., Toronto, Ont.
Lewis Brothers, Limited, Montreal, Que.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
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Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
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Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

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Bridgeport Hardware Co., Bridgeport, Conn.
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Steel Co. of Canada, Ltd., Hamilton.

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Dominion Iron & Steel Co., Ltd., Sydney, N.S.
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E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
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Wrenches, Socket
C. C. Craig Co., Winnipeg.

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Blue Bird Corporation Ltd., Brantford, Ont.

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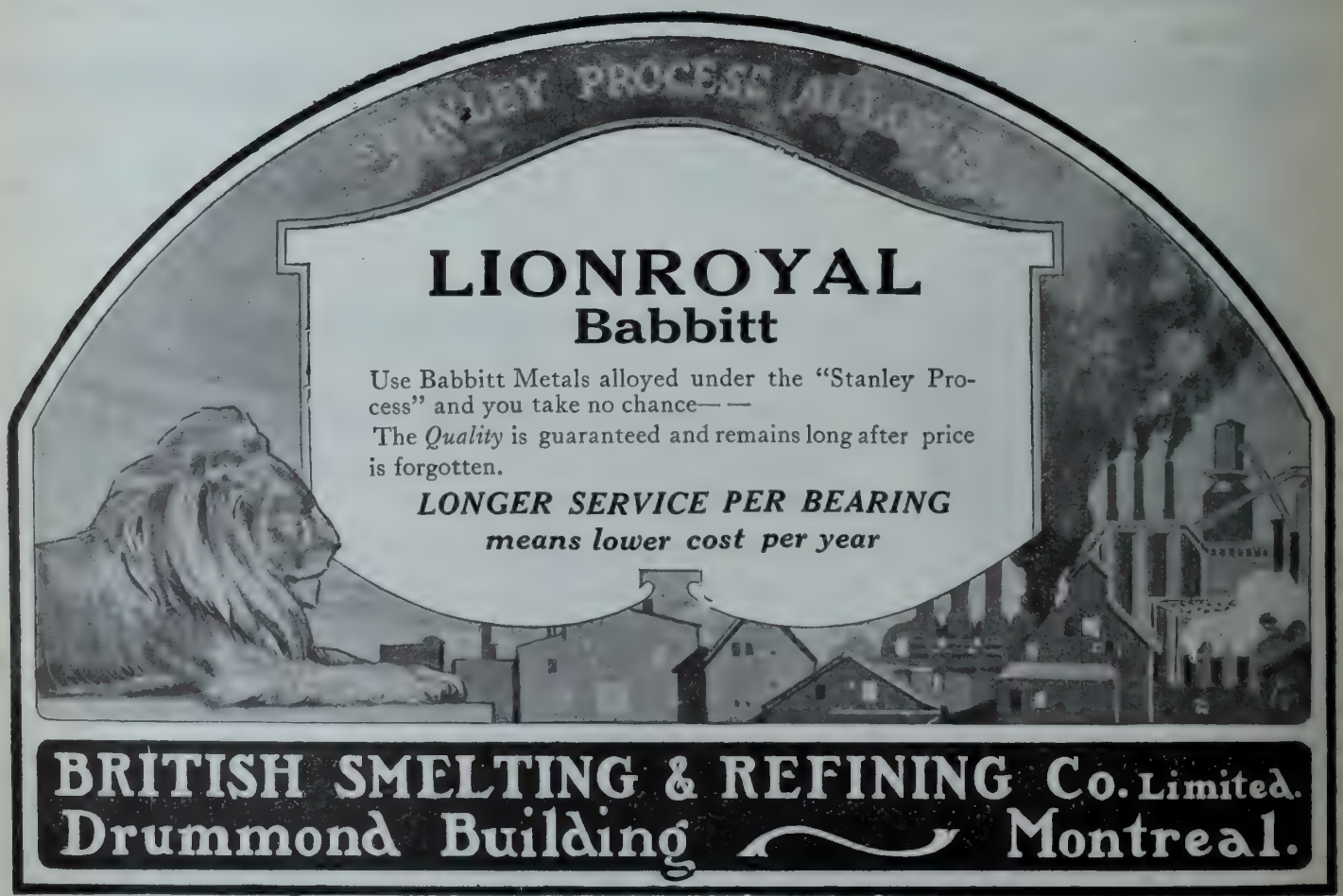

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No. 11 Q
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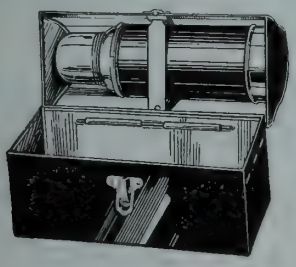

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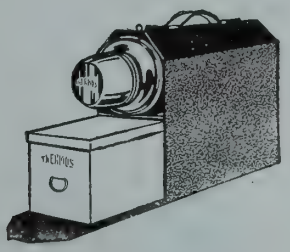
No. 397
with No. 14 bottle
$5.50

No. 14
$3.50
No. 14 Q
$5.50



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No. 417
with No. 14 bottle
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Fillers for all Pint Bottles—No. 61C, $2.00; Quart Bottles—No. 61QC, $3.50.

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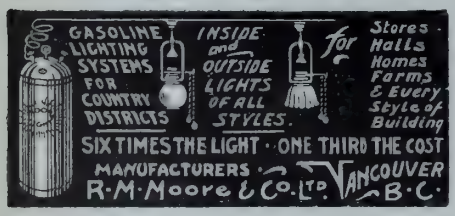

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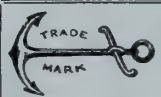

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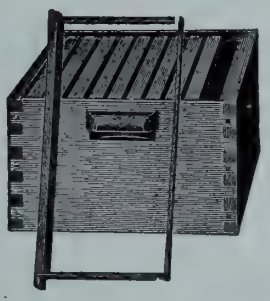

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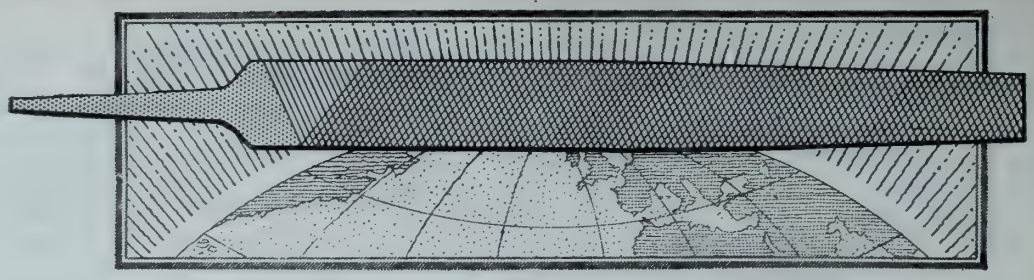

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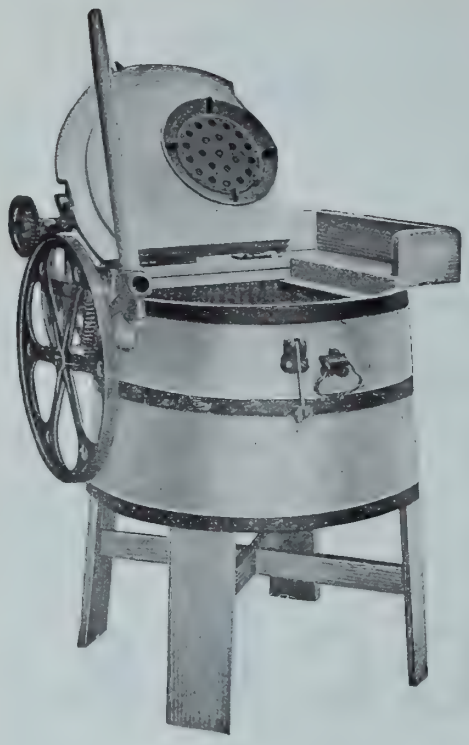

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Connor Washers for Big Opportunity

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Connor Vacuum Washer is the best of all hand-power machines—has made hundreds of friends for dealers all over Canada. Works easily and quickly. Will add many dollars to the credit side of the cash register during the season.

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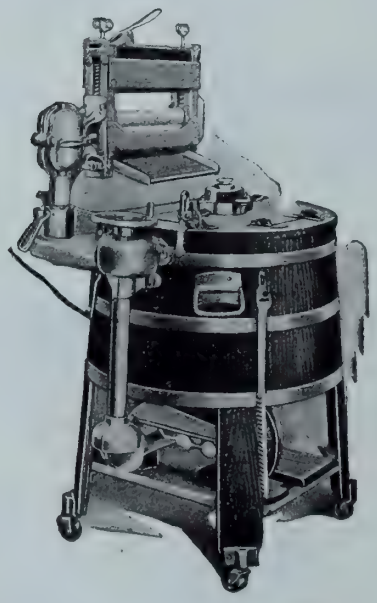
In country homes where there is water power, and in many homes in towns and cities where a low-priced machine is wanted, the Connor Low Pressure Washer will find a ready sale. Thousands of these in weekly use are giving perfect satisfaction.



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Connor Perfection Electric

For use wherever there is electric power. This type of washer takes all the hard work from wash-day, as the washing and wringing of the clothes is done by motor power. Since being put on the market it has proven a winner and every sale has made a satisfied purchaser.
Send for a copy of our new booklet "MORE CLEAN LINEN."

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Country, Town or City
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The Best in the Land

Connor Wringers have proven themselves to be favorites with every owner. Enclosed cogs, ball-bearing, together with the strong springs and wide rollers, make them very desirable. Rolls 11 x 1¾". No. 531E guaranteed for five years. No. 331E guaranteed for three years. It has been an established rule that Connor Wringers outlast their guarantee in practically every case.

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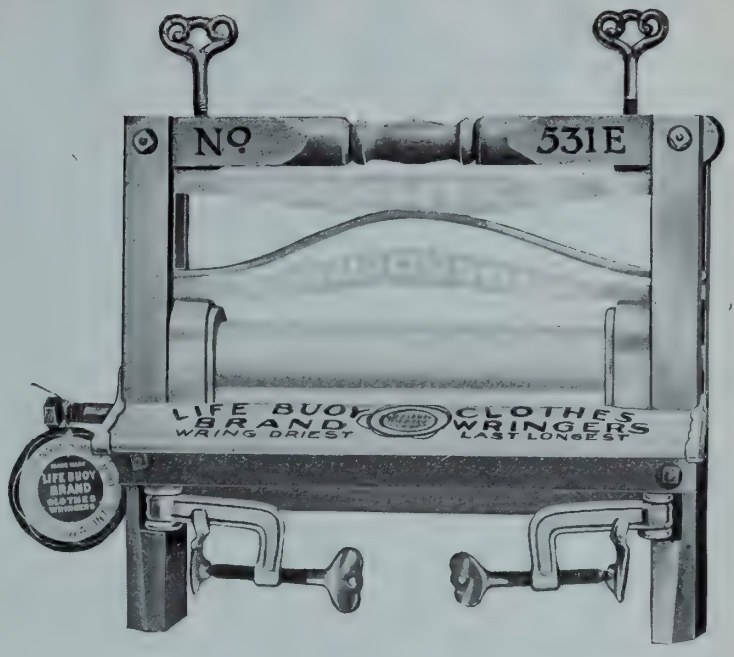

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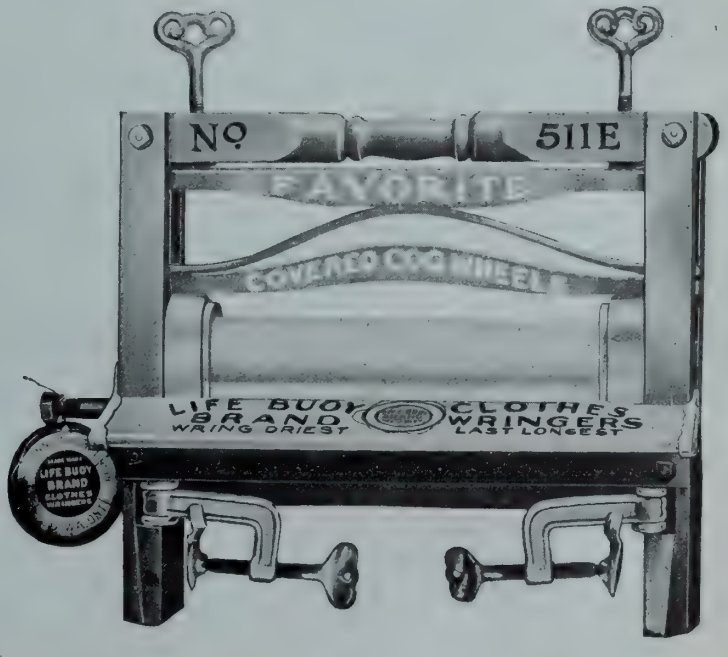

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If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

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State age and experience in own handwriting.

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If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

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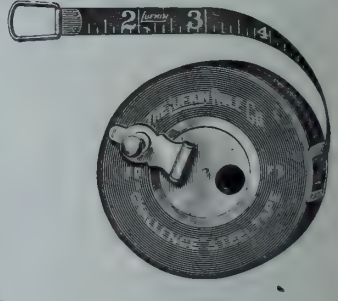

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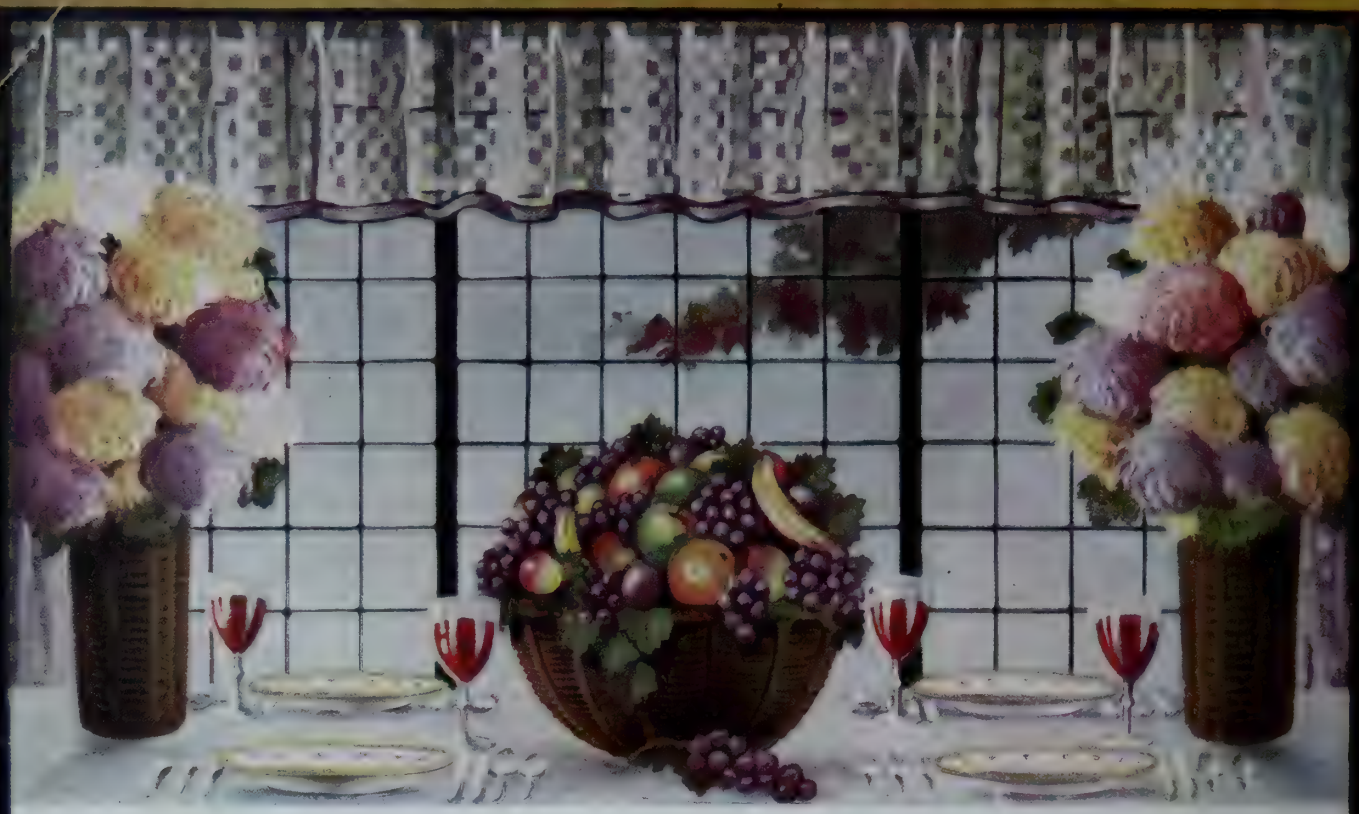

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Hardware and Metal

Vol. XXXII. No. 35 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA AUGUST 28, 1920

WILT

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Standard of Canada

for

Accuracy
Dependability
and Speed

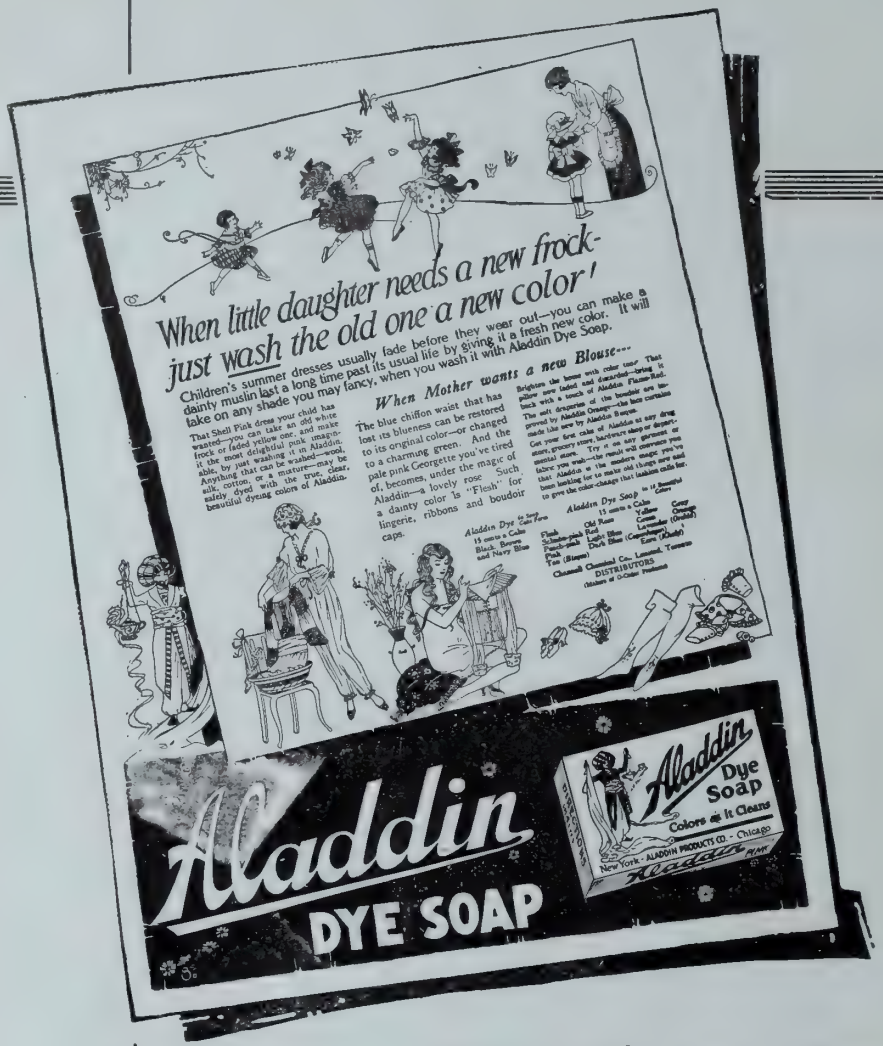
Wilt Twist Drill Co.

of Canada, Limited

Walkerville, Canada

Ask about our Special Ford Reamer

"Where there's a WILT — there's the Way"



A reproduction of one of a series of large Aladdin advertisements now appearing in daily newspapers from coast to coast.

"It's Safe to Count Your Sales Before They're Hatched"

where **ALADDIN DYE SOAP** sales are concerned. On the day you order one gross of Aladdin (and get a handsome revolving display stand free) it's safe to credit yourself on your books with the generous profit Aladdin will make for you. Because Aladdin Dye Soap is being advertised with huge space advertisements in daily newspapers from coast to coast. And—more important still, even the short time Aladdin Dye Soap has been on the market has proved to the feminine world that **The Aladdin** way of washing and dyeing fabrics is the quickest, safest, surest, simplest and most satisfactory way. Order a gross of Aladdin Dye Soap now and count on rapid turnover and good profits.

Order from your wholesaler

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TORONTO

Distributors **Makers of O-Cedar Products**

HARDWARE AND METAL, August 28, 1920. Volume XXXII., No. 35. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

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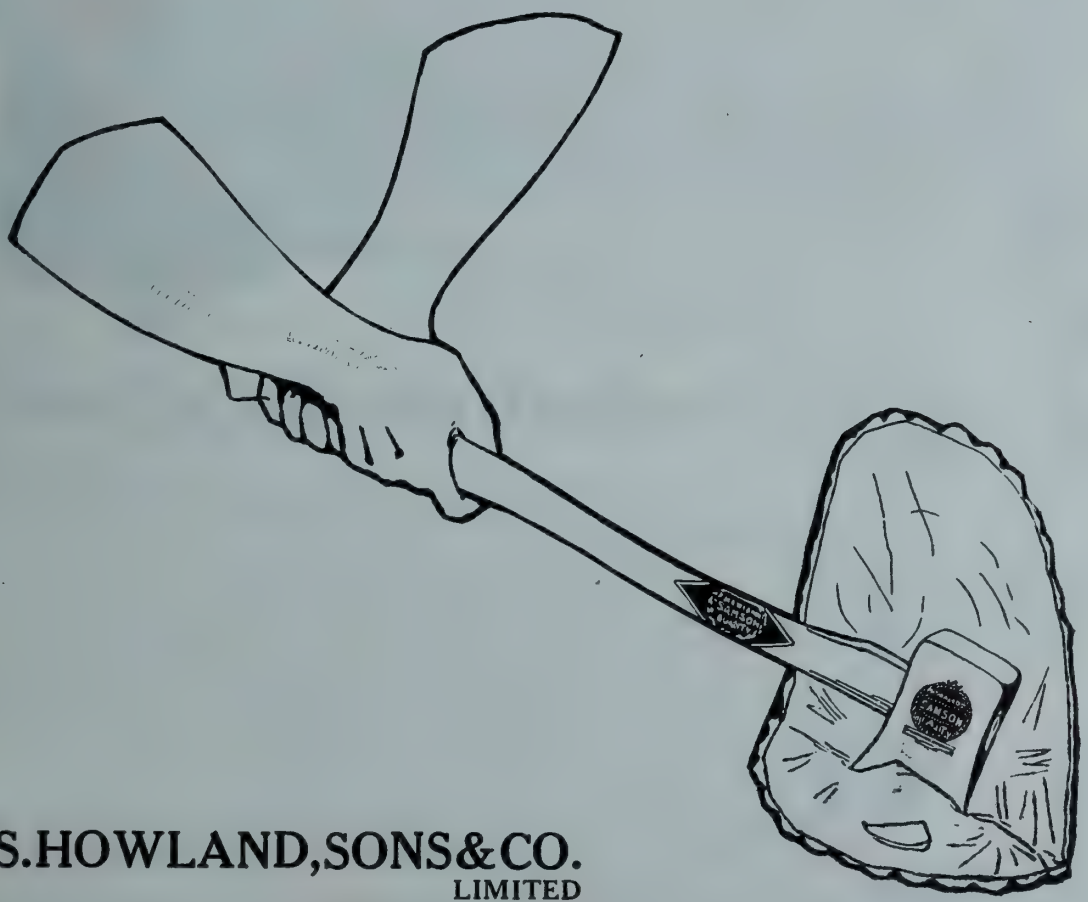

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"The Trade Mark known in Every Home"

UNIVERSAL

Home Helps

Proof in Work—Not in Words

Anybody may claim that the moon is made of green cheese, but nobody ever ate it with crackers. Shallow claims do little in selling household appliances to the woman who thinks with her head and works with her hands.

Universal Home Needs are not objects of "Claims," but subjects of **work.** They render service that registers **results**—the kind that can be **seen, felt** and **tasted.**

When you sell Universal goods you can **prove in the home** what you claim in the store. You are dealing in work done—not merely words spoken. "UNIVERSALIZE YOUR KITCHEN" is widely advertised advice to women. Thousands are taking the advice, to their benefit. They are building business for "The Universalized Store."

Canadian Representative

Montreal A. MACFARLANE & CO., LTD. Quebec

LANDERS, FRARY & CLARK New Britain, Conn.

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Hatch
Garage Door Outfits

To be reliable, serviceable and efficient, a set of garage hardware doesn't have to cost almost as much as the automobile. The Hatch Garage Door Outfit has all the qualities the heart could desire in a dependable outfit—yet it is low priced. Low priced, that is, for the high quality. Try it on your own garage; then you'll realize why the customers are delighted.

The Set Includes:

3 Special Swivel Door Rollers; 22 feet of Track; 3 Pairs Special Garage Door Hinges; 3 Stay Rollers (floor guides); 2 Extra Heavy Garage Door Handles; 1 Safety Hasp (for fastening doors outside); 1 Hook and Eye (for hooking back swinging section inside).

The track comes in separate bundles—two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

Canada Steel Goods Company, Limited
Hamilton, Canada

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A Sweeping Demand

Dust is dangerous. It is the duty of every merchant who handles necessities of life to eliminate dust as much as possible.

Dust rising before the sweeping broom lodges on the shelves, the merchandise, the display counters, carrying with it all the deadly contagion of disease.

IMPERIAL

FLOOR DRESSING

(Standard)

(Formerly "Imperial Standard Floor Dressing.")

—is a non-evaporating, wood preservative that cleans the surface of floors and *prevents dust from rising.* You can sweep your floors without danger of raising the dust if you treat them with Imperial Floor Dressing. One gallon will treat a floor surface of from 500 to 700 square feet, and one application will assure you of clean and dustless surroundings for months.

Stock up! The spick and span appearance of your store will demonstrate effectively the dust-killing qualities of Imperial Floor Dressing and help you sell it.

"Made in Canada"

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

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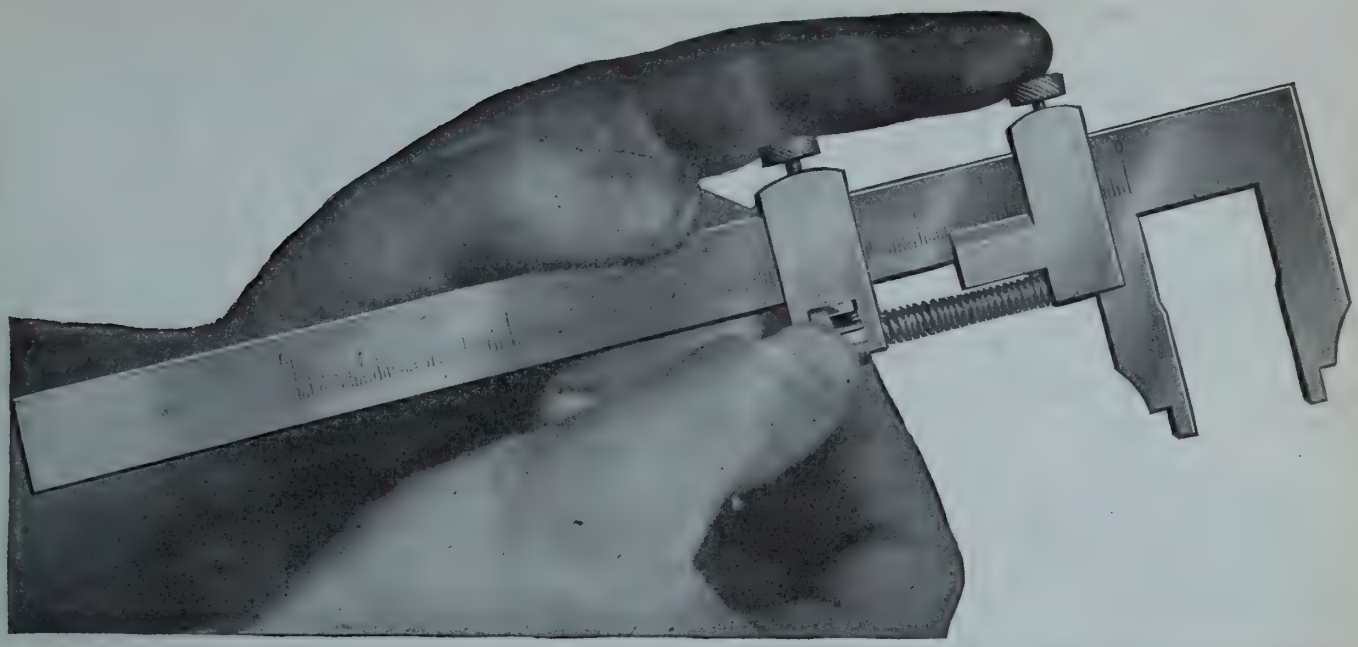

Sell Starrett Tools

Their *working points* are the best talking points of Starrett Tools.

Dealers who sell Starrett Tools know that the tools themselves are the best arguments they can use.

Take, for instance, the Starrett Micrometer Caliper Square. Show a machinist how it does the work of a whole set of "mikes." How the spiral spring between the jaw and clasp takes up the backlash and limits the pressure against the work to the strength of the spring. He'll soon be thinking of how the square will fit his work. Accuracy? That's understood—for it's a Starrett Tool.

It's because Starrett Tools *are* sold on their working points that the demand for them is steadily growing. Starrett advertising—in over fifty papers, reaching two and a half million possible buyers—directs this demand to Starrett dealers.

"The Tools Mechanics Buy" tells about the working points of other Starrett Tools. Write for free copies for yourself and your clerks.

42-94

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

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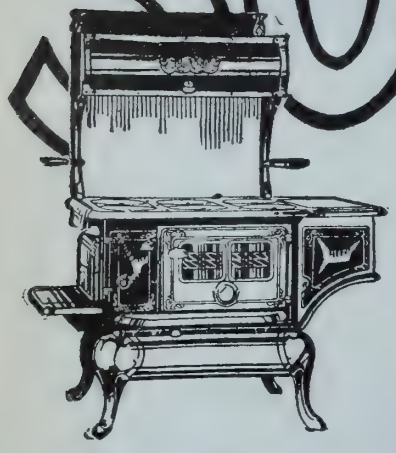
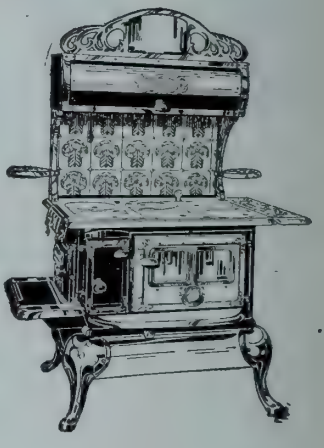


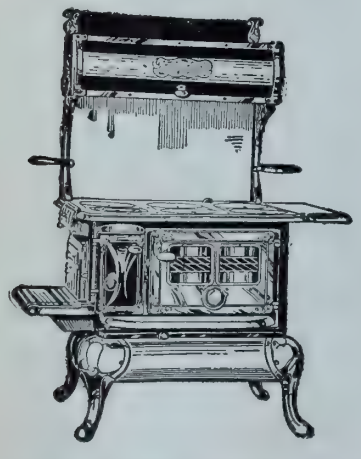
STOVES and RANGES

THE HOUSEWIFE'S CHOICE FOR SEVENTY-FIVE YEARS

We extend a cordial invitation to all dealers who visit the Toronto Exhibition to inspect our goods which will be shown in the Stove Section of the Industrial Building.



In addition to our Stoves and Ranges, we will also display a full line of Builders' Hardware and Souvenir and New Idea Warm Air Furnaces.



If you do not intend coming to Toronto, write us for catalogue covering any of the lines you are interested in.

All of our goods are sold with a Guarantee.

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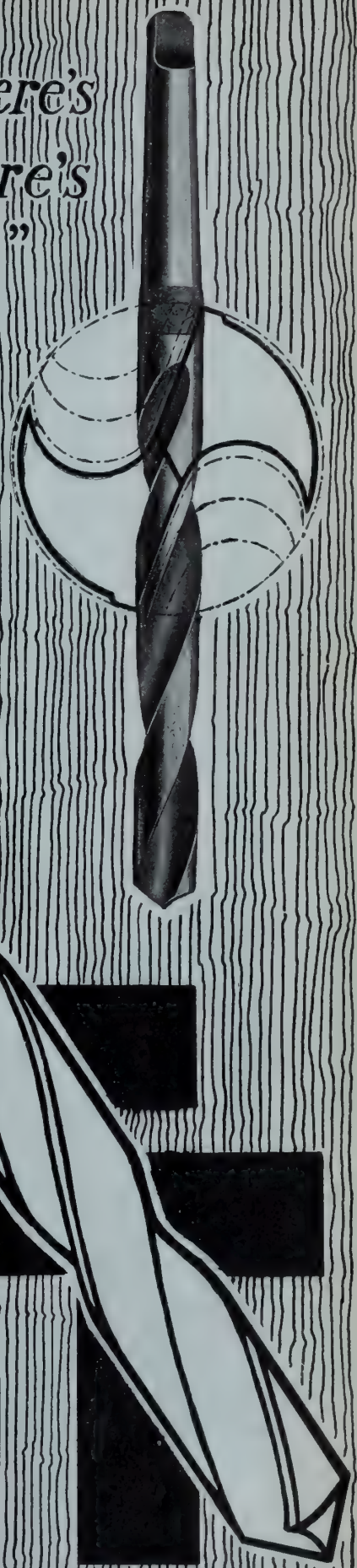
HIGH SPEED AND CARBON TWIST DRILLS REAMERS AND MILLING CUTTERS



What Do You Say

—when a **Drill Customer** enters your store? Talking about the weather will never sell him. A mechanic must have facts. He knows the need of a good drill in his work.

WILT Twist Drill Facts are concrete. They have a ring of truth and selling value to them. They answer the questions of the expert mechanic. They sell the goods, make sales and win prestige for the dealer.

The years of satisfactory service that **WILT DRILLS** have been giving the trade has earned for them the title of "Quality Products."

The same reputation is back of **WILT Reamers and Milling Cutters.** You will find them as easy and profitable to sell. Armed with **WILT Facts** and a stock to back you up, you will be in a position to capture more worth-while business. May we help you to do it? Write us now for full particulars on the selling value of **WILT Products.**

WILT TWIST DRILL COMPANY

OF CANADA, LIMITED WALKERVILLE, ONTARIO

Trade WILT Mark

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Standard Touring Car

Has every refinement you would demand in a high-priced car:

One-man top with snap-on curtain fasteners, glass windows in back.

Sloping, double ventilating windshield.

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Seating space re-arranged to give maximum riding comfort.

Headlights equipped with approved non-glare lens.

Electric starting and lighting equipment furnished, if desired, at additional cost

24

Ford Motor Company of Canada, Limited

Ford, Ontario

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BUTTERFIELD Tools

Come to Mind at Every Mention of Industry

Butterfield Tools—reamers, taps, dies, high speed and carbon twist drills, milling and gear-cutters—have become so closely interwoven with the shops, plants and factories of Canadian Industry that the mention of industry recalls Butterfield's to men of mechanical callings.

The tool buyers of Canada are in far more than a receptive mood for Butterfield's and the hardware dealer finds them profitable to sell.

Butterfield & Co., Division

Union Twist Drill Co.

Rock Island, Que.

Foreign Representatives: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt Street, Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

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Sell a Popular Line

The Bicycle business opens an attractive and profitable field for dealers. People are learning to what wonderful uses the Bicycle can be put to, both for pleasure and utility purposes.

Congested transportation conditions and increased fares are strong factors in boosting the Bicycle as never before.

Riders, however, are demanding Bicycles that are serviceable and dependable, that combine beauty, strength, and easy riding.

You are safe then in choosing the Hyslop Bicycle Line. The demand for these high-grade Bicycles is exceedingly large, because they have for thirty-one years enjoyed a reputation for service and dependability, which has resulted in giving them Dominion-wide popularity.

HYSLOP BICYCLES

sell easily and quickly, especially when given proper display. Their beauty of design and finish attract attention, and upon examination reveal their hidden strength and easy-running qualities.

There is a generous margin of profit in selling these quality wheels, but as one dealer said: "Their exceptional goodness brings repeat orders which result in quick turnovers."

Display a few of our 8 models and your sales records will prove that **Hyslop Bicycles are a sound and profitable investment.**

Hyslop Bicycles will be exhibited at the Canadian National Exhibition, Automobile Accessory Building, west of Government Building—August 28 to September 11, 1920.

Don't fail to see this exhibit and arrange for next season's requirements.

They Sell as Easily as They Ride
Made in Canada. Wholesale Only

MANUFACTURED BY

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SHUTER and VICTORIA STREETS, TORONTO, ONT.

OPPOSITE MASSEY HALL

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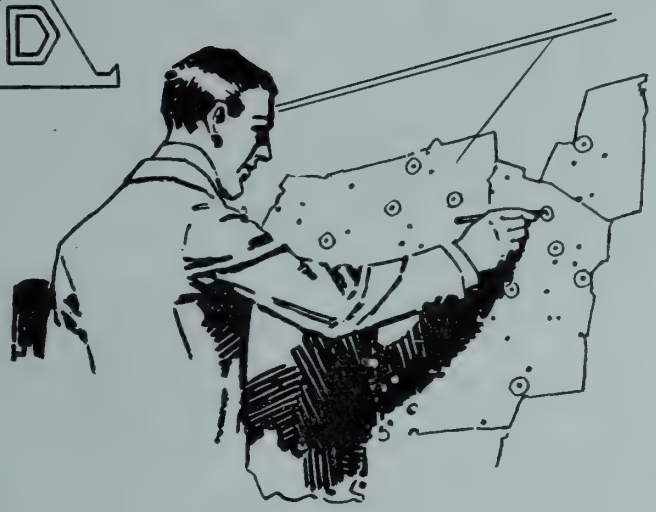


One of those Dots may be worth a Thousand Dollars to you

Did you ever sit down and make a map of your community to see just where your business is coming from?—Try it.

Take screw-cutting tools, for an experiment.

Put a dot wherever you see a factory. If you're getting their business in screw-cutting tools, (which they all use in one way or another) put a *circle* around the dot.

Same with garages, where they use screw-plate *sets* day in and day out, according to the amount of repair work they do. How many circles around the dots can you show?

Or machine shops, where they use reamers, pipe wrenches, or taps, dies, etc.? Are there any dots there where you *might* put circles?

Think a minute! Putting a circle around one of those dots may bring you a thousand dollars in added profits.

It's an easy experiment to try. And when you know which dots have no circles, you'll know what business you ought to be getting.

Can you think of any easier way than that to build up your sales of screw-cutting tools—particularly the GTD line?

GREENFIELD TAP AND DIE CORPORATION
of Canada, Limited Galt, Ontario

Successors to
Wells Bros. Co. of Canada, Limited

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

Send for our No. 40 catalog (pocket size) and other information about GTD tools. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.

GTD
Corp.
of Canada, Ltd
Galt, Ontario

Send latest No. 40 catalog and put my name on your mailing list to receive information about your threading tools wherever issued.

Name of person _____

Firm _____

Address _____

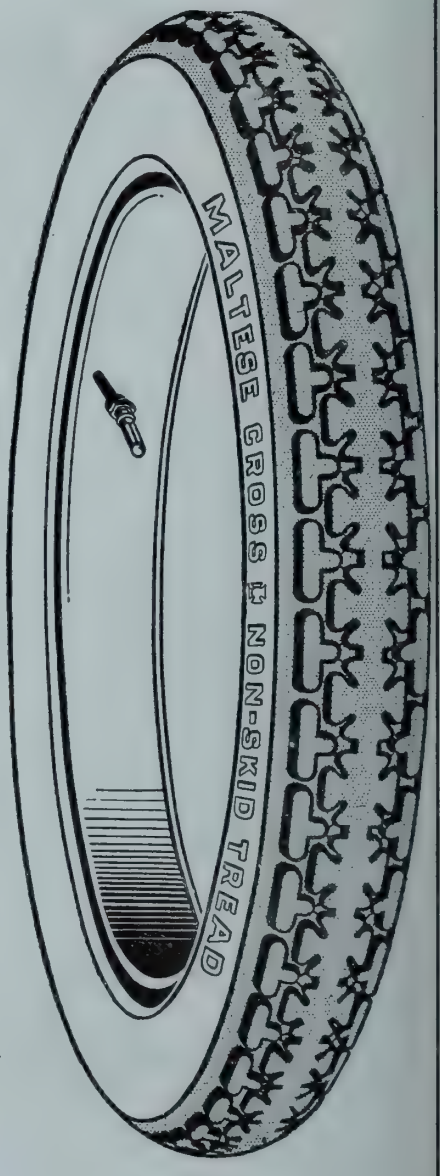
_____ H&T-215

If interested tear out this page and place with letters to be answered.

Many New Tires Are Needed

Do You Want the Business?

Many motors have been on the road long enough to require new Tires. Why not instruct your clerks to suggest tires and tubes to every motorist that enters your store? You'll find it helps sales.



"Gutta Percha" Tires

with the "Cross" tread are being used more and more for four-wheel equipment. You can recommend them. They are "The Tires that Give Satisfaction." Keep your stock complete—you may lose a sale if you don't.

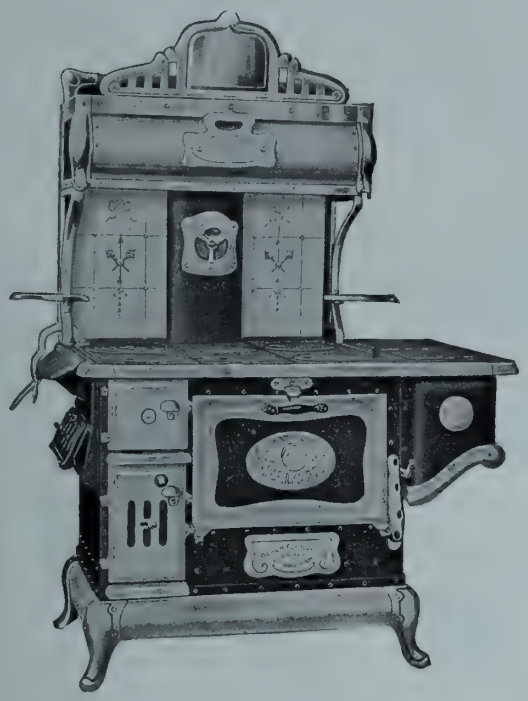
Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

Branches in all the leading cities of Canada

If interested tear out this page and place with letters to be answered.

See Our Exhibits at Toronto and Ottawa Exhibitions

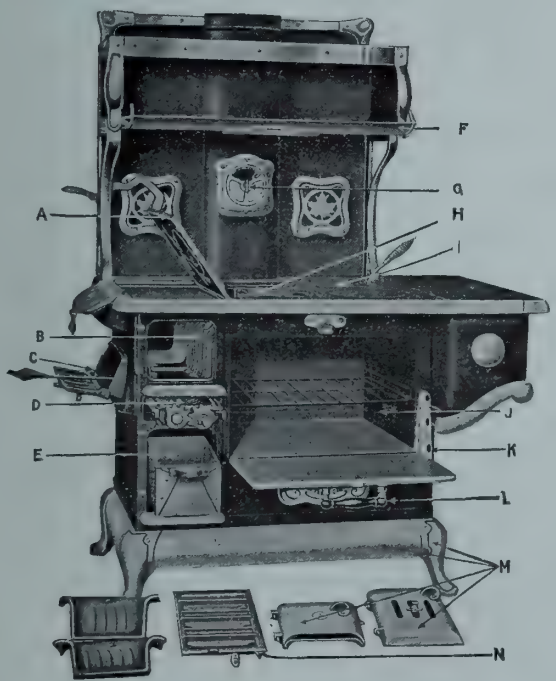


The New Maple Leaf "FALCON"

Is What Every Hardware and Stove Merchant Is on the "Qui Vive" for News of Just Now.

REPRESENTING the utmost in stove value and selling at a price that gives the dealer the edge on his competitor. Sold to only one dealer in a community and he, who gets his say in first, has the option for days to come. You men of experience—you men who have sold stoves by the hundreds in days of yore, read over this description of the Maple Leaf "Falcon" and deep down in your heart—be truthful with yourself and give us your own honest and candid opinion of what you think of the Maple Leaf "Falcon."

A Few of the Construction Features of the "Falcon"



A.—Note height to which front key plate may be raised, allowing scuttle of coal to be emptied freely without use of shovel or poker.

B.—Heavy sectional perpendicular fireback. All other linings also heavy and almost perpendicular.

C.—Large combination draft and poker door opening.

D.—Duplex grates that may be removed through grate opening for replacing with wood grate (note letter N) or for any other purpose, without disturbing the firebox linnigs. Also note improved cog gudgeons.

E.—Very large ashpan size.

F.—Drop closet door.

G.—Combination check draft with key to close off flue and opening for air intake.

H.—Improved sliding direct draft damper, giving full control of heat units to oven or chimney flue.

I.—Key plate top covers and short centres heavily ribbed. Sectional reducing cover.

J.—Large oven made in two sizes, 18 x 19 x 12½ in., or 20 x 19 x 12½ in.

K.—Improved attachment for spring oven door balance. Door held down by spring when open and held tight in place by spring when closed.

L.—Rubberoid oven door handle—always cool.

M.—All nickel parts plain, high finish, easily kept clean.

N.—Special wood grate replaces duplex grates for burnnig wood only.

First shipment—Aug. 15th, 1920. Your order now means early consideration. The price is one that will guarantee you a good profit. Write, 'phone or telegraph for complete information to-day.

BEACH FOUNDRY CO., LIMITED

95 BROAD ST., OTTAWA

Long Distance Phone S.3151

If interested tear out this page and place with letters to be answered.

333w—Full split, gun pattern, four-inch imitation leather cuff, with band top.
300w — Gun pattern, horsehide palm, thumb and strap, cuff and back of split, outseam reinforced cuff, with band top.

You can recommend Carhartt Gloves to your customers with confidence because they will back up in wear any claims you may make for them.

Carhartt Gloves are not cheap gloves thrown together by cheap labor, but are good, serviceable gloves made of sound materials, by skilled workers, under strict supervision. They are uniform in quality right through — the samples are taken from stock. No sample is made up especially. When you buy from a sample you can count on the delivery being just the same, only fresher and cleaner.

Many hardware merchants throughout the country have added Carhartt Gloves to their stock and have found them to be one of the most profitable of their lines. Certainly a display case of Carhartt Gloves adds to the attractiveness of any store, for the goods look their value. Even the lowest priced range is well finished. Send for a sample assortment now, while we can make prompt deliveries.

HAMILTON CARHARTT COTTON MILLS, LIMITED

Toronto Montreal Winnipeg Vancouver

Manufacturers of Carhartt Overalls, Alloverss and Work Gloves

CARHARTT GLOVES

If interested tear out this page and place with letters to be answered.

Story for Week Dated August 28th, 1920 **Being No. 20 in the Series**

Pulp---What It Is; How It Looks; and What The Eddy Company Use It For

WHEN Ezra Butler Eddy began making matches in his little rented factory at Hull, away back in 1851, wood-pulp was to all intents and purposes an undiscovered source of wealth. To-day, with the world's supply of wood pulp none too plentiful, the production of it becomes one of Canada's most important industries. The E. B. Eddy Company are amongst the principal manufacturers of pulp in the Dominion, but they use all they make in the further manufacture of their many useful products.

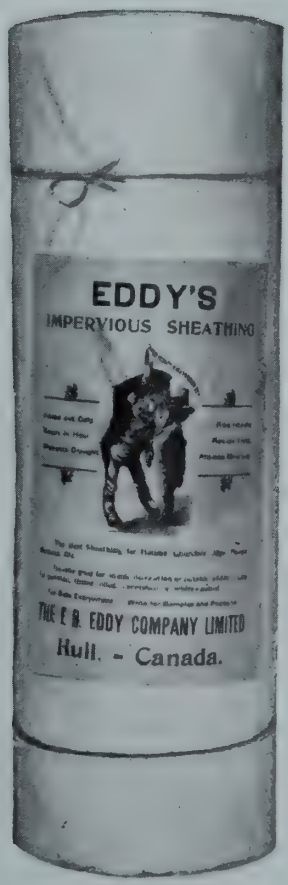
Wood pulp is the substance of the tree freed from its sap and resinous matter, and its value lies in the length and tenacity of its fibres. They are small enough even when technically called "long," and you might well be pardoned for thinking pulp, in some stages of its manufacture, nothing other than porridge. That is what it looks like, and very watery porridge, too, not at all to the taste of the true Scotchman.

The fibres are hard to see at first, but they are there, and without them the pulp would be for manufacturing purposes as useless as porridge.

The Eddy Company's manufacturing experts can perform miracles with those tiny fibres. They have processes by which they can brush them nicely in one direction, as you would brush a small boy's hair. When they are thus placed in orderly manner they can be made to interlock with one another just as you lock the fingers of your left hand with those of your right. The result is strong, durable paper such as the E. B. Eddy Company have been making for years without fault.

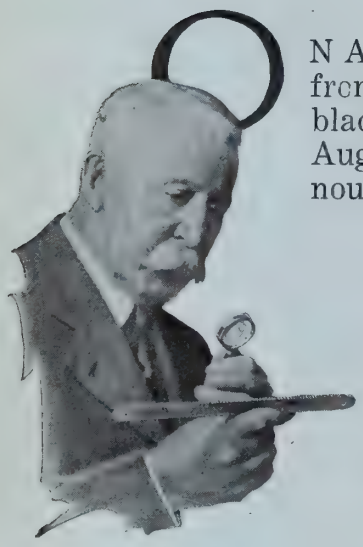
From wood-pulp the Eddy Company manufacture book and writing, news-print, wrapping papers, tissue papers, toilet papers, paper bags, packing cases, sheathing paper for lining the walls of houses, barns and churches, match-boxes, and by ingenious processes, the most substantial and durable household utensils of indurated ware. The basis of all is wood-pulp delivered "From the Tree to the Trade."

More than $75,000,000 in Building Permits Issued in 1919



If interested tear out this page and place with letters to be answered.

A Message from the man who makes the Stars



N August 15, our company, which has manufactured Star Hack Saws from the beginning, will change its selling policy and market its own blades. The double-page Saturday Evening Post advertisement of August 21 reproduced in miniature on the opposite page will announce this change to Star Hack Saw users.

This new service is, I believe, one of the most important steps ever taken by the organization over which I have the honor to preside. Since 1883 we have been making Star Hack Saw Blades of a quality that has made the green box of Star Saws famous wherever hardware or mill supplies are sold.

No matter how small or remote the store, you are almost sure to find Star Saws there—often the only hack saw carried. It is the famous old brand in hack saws that has stood out in front for 37 years.

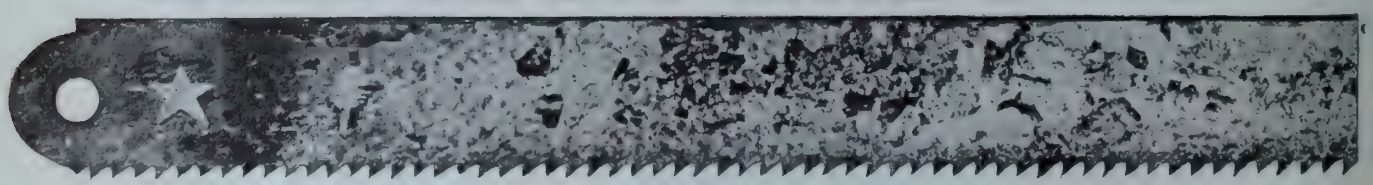
There is no need here to recount the price paid for this leadership in a lifetime of metallurgical research and machine invention, concentrated on hack saws alone—in the development of a highly organized plant with special Star Hack Saw manufacturing methods from one end to the other.

The important thing now is that to this better Star Saw we are now adding a better Star Service by selling Star blades ourselves from the factory that makes them. This change is of vital interest to you and every other customer of Star blades, for it makes Star results doubly sure in the users' hands.

After August 15, 1920, send your orders for Star blades to this office if you order direct, or be sure to specify "Star" on your jobber orders. We invite correspondence and service suggestions from the trade on any subject connected with Star Saws. I will see to it personally that they receive every attention.

Geo. N. Clemson *President.*

CLEMSON BROS. INC.



If interested tear out this page and place with letters to be answered.

Star national advertising is well known. And it has made the leadership of Star Hack Saws still more emphatically apparent. By a substantial margin Star Hack Saws are the largest selling hack saws and our advertising is increasing this demand still further and making them more and more profitable for you to handle.

Our plans for 1921 will continue our advertising policy on a larger, broader scale than ever before, which is your guarantee of the continued and increasing demand for this famous old brand of hack saws.

Clemson Bros. Inc., Middletown, N.Y.

STAR HACK SAW BLADES

If interested tear out this page and place with letters to be answered.

AD-EL-ITE MOTOR CARBON REMOVER

A READY SELLER

AD-EL-ITE Motor Carbon Remover has become recognized as an essential in efficient and economical automobile driving.

It offers a quick, harmless method of removing carbon from the motor and getting MORE MILEAGE on LESS GAS.

Its exceptional merit and our extensive advertising make it a quick seller and an excellent money-maker for the dealer.

We carry a complete line of Automobile Paint and Varnish Specialties that are in ever increasing demand and will boost your sales.

ADAMS & ELTING CO.
17 Adelaide Street East, TORONTO
Chicago New York

Send for valuable dealers' help—

"NEW CARS FOR OLD."

MADE IN CANADA

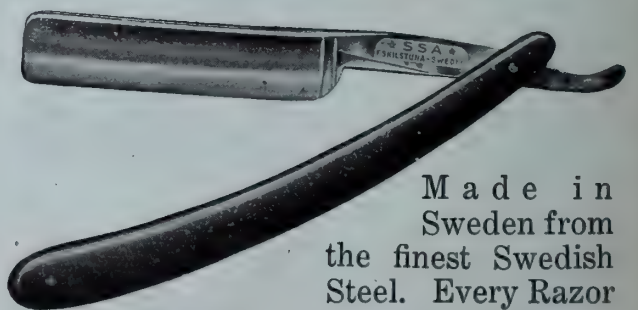
Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

Write for Prices to-day.

Canadian Agent:

F. W. Lamplough & Co.
46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.
SWEDEN

If interested tear out this page and place with letters to be answered.

Announcing

the purchase outright of the entire goodwill, plant, machinery and stock on hand of all raw, unfinished and finished material of the

Wm. Buck Stove Co. Ltd.

designers and manufacturers of Ranges, Heaters, and Furnaces, by the

McClary Manufacturing Co.

whose factories are now located at
LONDON - MONTREAL - BRANTFORD
with distributing warehouses at
LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER
ST. JOHN, N.B., HAMILTON, CALGARY, SASKATOON
EDMONTON

President — *John McClary*

Vice-President — *Lt.-Col. W. M. Gartshore*

McClary's

If interested tear out this page and place with letters to be answered.

Any Hardware Buyer can tell you the *cost*
of
P.H. or IMPERIAL FILES,
but only the user knows their *value.*

BE FILE-WISE.

P H

IMPERIAL

Stock These Fine Tools.
"They Cut Faster and Wear Longer."

INGERSOLL FILE COMPANY, LIMITED.
John Morrow Screw and Nut Company, Limited,
Sole Distributors,
INGERSOLL, ONTARIO.

INGERSOLL

"YANKEE" TOOLS
PUSH DRILL No. 44
Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

FEATURING DEPENDABILITY

FINISH

QUALITY

Smart's Jack Screws

with

Drop-Forged Screws

Produced at

JAMES SMART PLANT

BROCKVILLE - CANADA

If interested tear out this page and place with letters to be answered.

Make September a Re-equipment Month

There are many things a motorist is actually forced to buy at this time of the year. The season's running has worn out many things that must be replaced.

Display These Lines Prominently

All our accessories have been carefully selected and are known to motorists. Instruct your clerks to mention re-equipment to every motorist that enters your store. The results will delight you. Start right by having a complete stock.

Samuel Trees & Co., Limited

42 Wellington St. E., Toronto

PERFORMANCE COUNTS

BURMAN CLIPPERS

Are made for clipping horses and for shearing sheep. They are made of the best materials procurable, by the best skilled workmen it is possible to engage, and by a large company who manufacture only clippers. Never has expense been spared if there was possible the slightest improvement in quality or cut. That means a tremendous lot to the hardware merchant.

YOU DON'T HAVE TO BUY A NEW HEAD

PLATES ARE INTERCHANGEABLE

BURMAN CLIPPERS

Are the acme of perfection when it comes to performance. They cut clean. Heavy work does not frighten the "Burman"; they handle the heavy, tough hair well, giving every service and satisfaction to the user.

One important point for the dealer is that plates are interchangeable, that is, when the purchaser wants to shear sheep he simply requires to change the plates. This does away with the old necessity of buying a new and costly head.

YOU DON'T HAVE TO BUY A NEW HEAD

B. & S. H. THOMPSON & CO., LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER NEW GLASGOW

If interested tear out this page and place with letters to be answered.

Alloys to Specification—Phosphor Tin and Copper—Pig Metals, Etc.

LIONROYAL

the general service Babbitt

LIONROYAL fulfils every bearing need in a more thorough way than other general service Babbitts. The reason is:

We have alloyed copper *into* the other ingredients, obtaining for LIONROYAL a durability impossible to secure in a copper coated alloy. Coating a Babbitt with Copper is camouflage—it does not increase its wearing abilities.

We offer you a Babbitt which is honest in every particular—it not only looks the part, but is guaranteed to be every bit as honest in service.

ALLOYED IN CANADA UNDER THE STANLEY PROCESS

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

Put one on display and get our literature

The "STEPHENSON" Washing Machine Sells Readily

It requires but a few moments of your time to explain the merits of the Stephenson Water Power Washing Machine—and then the sale is completed. Your customer will have no reason to doubt your statements, because each and every wash day will prove your claims for the "Stephenson" in their entirety.

We urge that you prominently display this washing machine in your store. All details as to prices, sales helps and literature are here for the asking. Write us now. It's in your best interests to do so.

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS
Guelph, Ont.

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

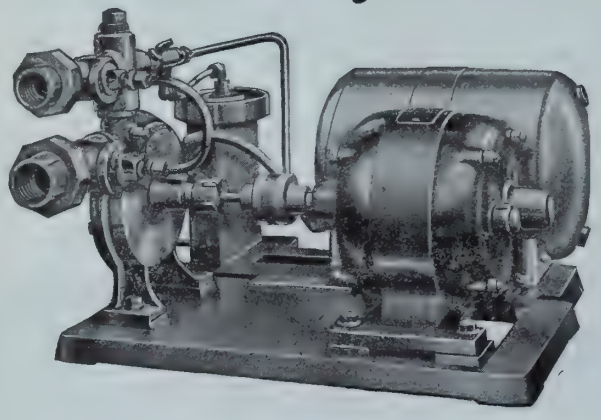
H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LTD
1070 Homer St., Vancouver

H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

If interested tear out this page and place with letters to be answered.

THE FARMER is Badly in Need of the *Westco* Tankless Water System



See It at Toronto Exhibition

Aggressive salesmen and progressive dealers are always looking for a good selling and profitable line to handle. A splendid place to find good selling lines is the Canadian National Exhibition, Toronto, where almost every modern appliance will be on exhibition. Nowhere in all the grounds will you find an article with greater selling possibilities than the Westco Tankless Water System.

It abounds with selling points, features that are vitally interesting to farmers, suburbanites and rural residents. These are some:

(a) Needs no storage tank; pumps water direct from well to taps.
(b) Low cost to buy, install, maintain and operate.
(c) Entirely automatic; turn tap and pump starts at once; close tap, pump stops.
(d) Runs off farm lighting plant or central station power.
(e) Has no valves, no gears, no belt.
(f) Pump has only one moving part—rarely needs attention.
(g) Pumps from 300 to 500 gallons per hour.
(h) Weighs less than 100 pounds.
(i) Uses less power than electric iron while supplying water to four faucets.

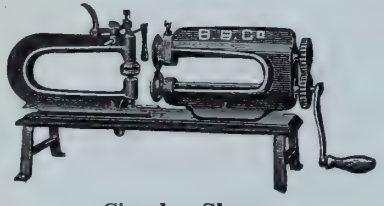
There is a fine field for aggressive salesmen selling the Westco System. Can you afford to ignore the possibilities it holds out? You will find it on exhibition at the west end of the Machinery Hall.

Westco Pumps, Limited

707 Yonge St., Toronto

Sheet Metal Working Tools

Production and Labor Costs

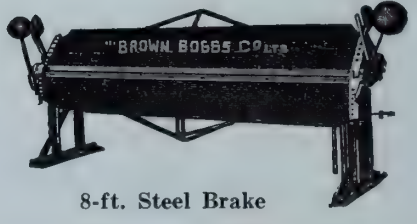


Circular Shear

Labor cost is steadily increasing. Is your daily output increasing with it? Or are you losing money and contracts through non-productive machinery? Write for our new No. 26 Catalogue, and let us show you the way to bigger business, and more profit.

Foot Squaring Shear

No. 3 Beader



8-ft. Steel Brake

Stove Pipe Folder

The Brown, Boggs Company, Limited

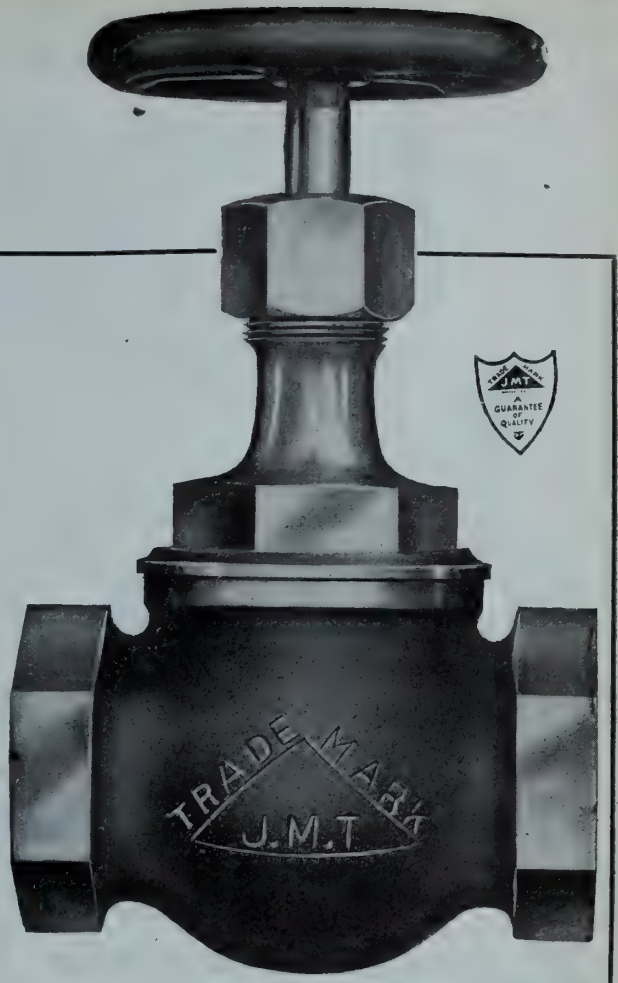
HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery
Canning and Evaporating Machinery

If interested tear out this page and place with letters to be answered.

Morrison Valves



Thoroughly Established Reputation

These reliable fittings are made from perfect patterns; cast with the greatest skill, insuring evenly distributed material in the walls. In every feature of design Morrison valves are abreast of modern engineering progress.

In performance Morrison valves give more than satisfaction and reflect credit on the merchant who sells them, so bringing increased business.

ames Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - - Toronto

WILLIAMS' "AGRIPPA" TOOL HOLDERS

ENTHUSIASM is the lubricant that overcomes friction in production—the use of good tools promotes and encourages Enthusiasm. In this period of insistent demand for the products of manufacture, the importance of anything that tends to increase the output of man or machine is strongly emphasized.

Williams' Drop-Forged Machinists' Tools are sturdy and dependable—they have made good in quality and in efficiency for nearly half a century. Their reputation is thoroughly established. Ambitious operators welcome an opportunity to use them, for "Better tools make better workmen."

Suggest that your customers make an inspection of their equipment *now*. It may indicate where they could obtain increased production, or improved quality, or both, through the lubricant of Enthusiasm, stimulated by the use of Williams' Superior Drop-Forged Machinists' Tools.

Our Machinists' Tools Book will be sent on request.

J. H. WILLIAMS & CO.
"THE DROP-FORGING PEOPLE"

CHICAGO, ILL. 1030 W. 120th St.
BUFFALO, N.Y. 30 Vulcan St.
BROOKLYN, N.Y 30 Richards St.

W. BRUCE CAMPBELL, Western Canadian Agent, 30 Confederation Life Bldg., Winnipeg

If interested tear out this page and place with letters to be answered.

THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP-LEVER HAME CHAINS

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

NIAGARA FALLS METAL STAMPING WORKS

Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

9 F

EMBOSSED LETTERS AND FIGURES

NIAGARA WROUGHT STEEL HARNESS SNAP

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

ANY SIZE **WIRE** ANY TEMPER

Bright, Annealed, Tinned, Coppered, Galvanized, Lacquered, Etc., for all Purposes

BALE-TIES

Single Loop and Cross Head

Large Stocks for Immediate Shipment

We manufacture and maintain the Largest Supply in Canada

THE

LAIDLAW BALE-TIE CO.

LIMITED

Factory and Head Office **HAMILTON, ONT.**

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederatio Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. W., Vancouver, B.C.

E. Roy,
65½ St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

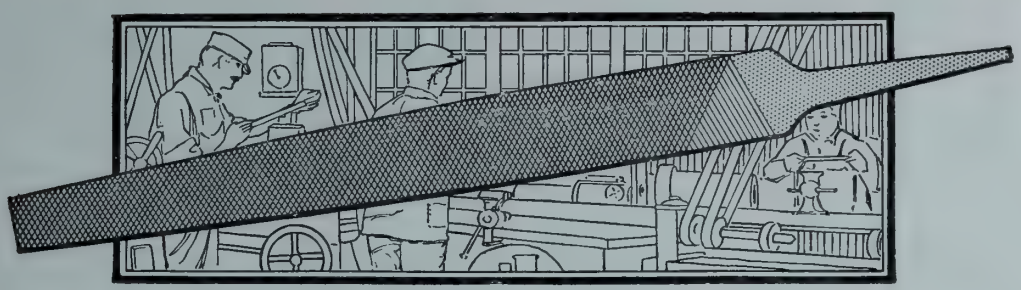
BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT



The Backbone of Your Business

of goods always in demand, producing easy sales and quick turnover.

Such as Famous Five Files.

They are universally known as the standard of quality; people ask for them.

There is a constant demand, because even the best files lose their edge after reasonable use, and must be renewed.

And stock can be quickly replenished on short notice by jobbers. Your money is not tied up as in slow-moving goods.

Order the Famous Five brands:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

Nicholson File Company

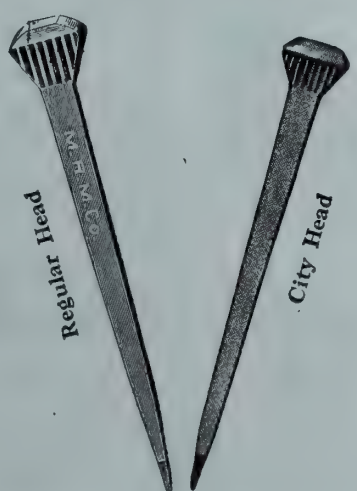
PORT HOPE, ONTARIO

PRICE LIST

"M.R.M." BRAND

HORSE SHOE NAILS

Number	Lengths	Price per box (25 pounds)
3	1⅝ in.	$20.00
4	1¾ in.	10.00
5	1 15/16 in.	5.25
6	2⅛ in.	5.00
7	2 5/16 in.	4.75
8	2½ in.	4.75
9	2 11/16 in.	4.50
10	2⅞ in.	4.50
11	3 1/16 in.	4.50
12	3¼ in.	4.50



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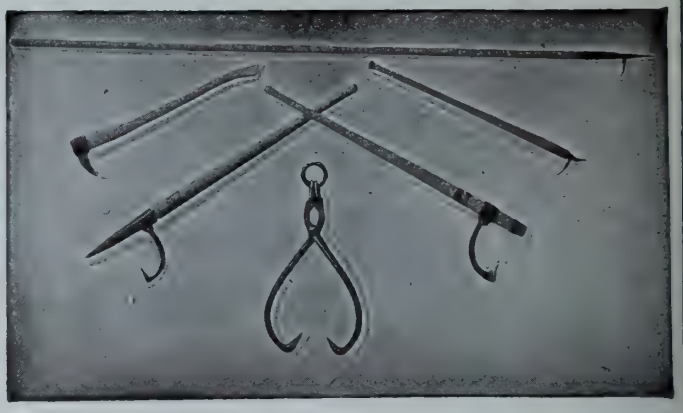

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Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

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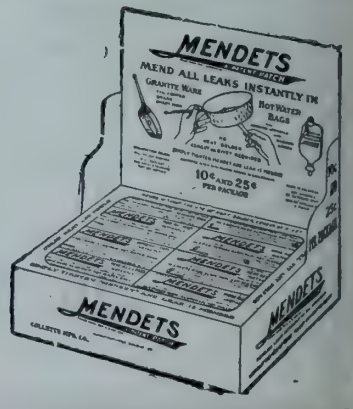

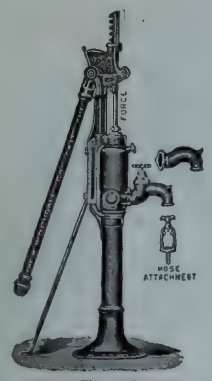

Fig. 117

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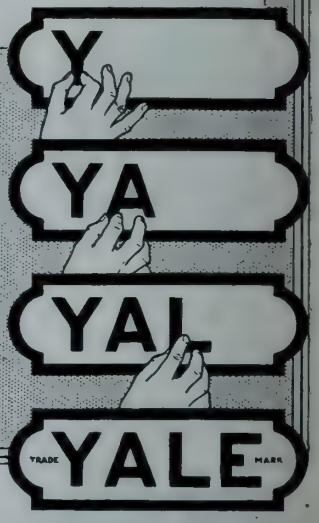

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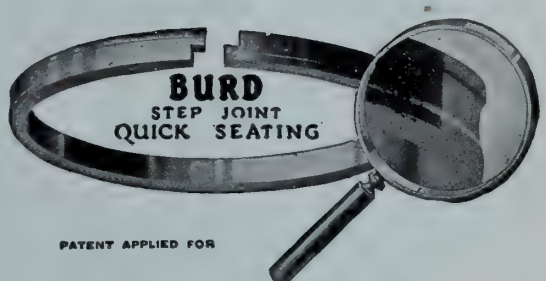

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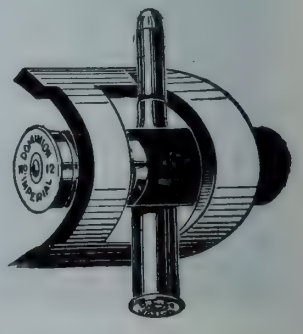

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, AUGUST 21, 1920 No. 34

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Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

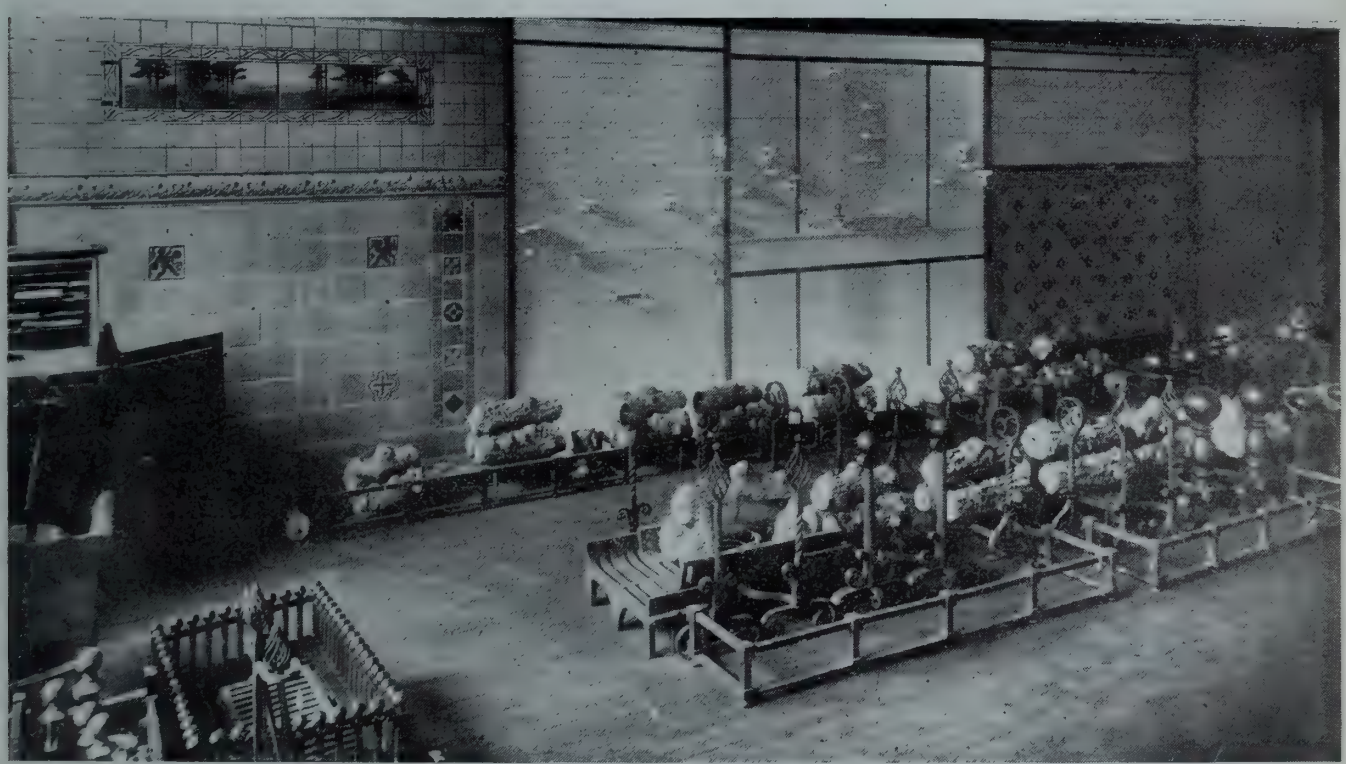
Vol. XXXII. TORONTO, AUGUST 28, 1920 No. 35

Tile and Mantel Dept. With a Future

Montreal Hardware Firm Sees Big Possibilities—Working with the Architect and House Owners—A Specialty Business that Offers a Big Growth

THERE is a great future ahead for the sale of mantels and tiles, according to the opinion of A. Cross, manager of the Tile and Mantel Department of the James Walker Hardware Company, Limited, Montreal. In an interview with Hardware and Metal, Mr. Cross stated that, while this department has been conducted for less than ten years, the future holds a big harvest, and developments are looked for on a big scale. Even within the period of nine years during which time this department has been conducted there has been great growth. This is attested by the fact that there are at present 43 men employed in executing work that has been contracted for. And in carrying out this work distance is no barrier; "at present," said Mr. Cross, "we have a gang of men in Ottawa carrying out work on a large Government building there."

The establishing of a department of this nature in connection with a hardware business is one that requires careful consideration. It is a department that can be made profitable, as Mr. Cross says, but there are many points to be taken into consideration. For instance, it must be under the care of a specialist in this work, a man who knows tiles of every description, their cost to install, their durability under different condi-



A neatly arranged display of tiles, bathroom fittings, tongs, andirons, imitation logs and other mantel fittings in the store of the James Walker Hardware Company, Montreal. Tiles are claimed to be much more in demand for bathroom finishing than marble and it is by showing some neat designs in tile work, such as are arranged in this display, that the popularity of tiled bathrooms is increased.

tions, and also their suitability for a given purpose. For it is quite important and even vital that when a customer calls for an estimate on such work the most desirable effect producible be clearly visualized by the department head. A pleasing and successful job is perhaps dependent upon this.

Follow Work Closely

Mr. Cross takes great pride in his department. To this end he not only solicits the contract, but has blue-prints prepared to accompany estimates. Then, once a contract is secured, it is followed up closely to see that the men acquit themselves in a workmanlike and expert manner. An instance cited by Mr. Cross while speaking with Hardware and Metal well illustrates this:—

Recently one of our men was on a job in a bath-room. I happened along. "What are you doing John," I asked.

"Why, what do you mean?"

"Take a look at your work," I replied, "do you really think it is all right?"

"Well, you wish to have the work done in a given time," came his answer.

"You know I do not want the work poorly done, and that an hour or two extra will not be amiss. We want our work to be satisfactory."

It is thus clearly indicated that the only way to successfully compete for business of this nature is to follow the contracts up closely that are being executed by the workmen. A careless job may cost the firm many others that were within reach. As much of the work done and much of that to be performed in future will be in homes, it is very important, Mr. Cross feels, that the very closest supervision be exercised while the work is being done.

Tastes Differ

Asked as to the average desire in selecting the material for work of this kind Mr. Cross stated that architects favored the various shades of marble. This was their choice largely because the cost thereof is from 15 per cent. to 20 per cent. less than that for tile. It also produces a cold-looking and not a cozy effect as is procurable when tiling is used. When the home is considered, the use of tile is, in Mr. Cross's opinion, much the better to recommend.

In connection with private work it becomes necessary for the merchant to suggest and advise. To this end his expert knowledge of effects desirable in a hallway, a bathroom or elsewhere will be called upon. A diplomatic way of advising will be appreciated, and the customer, in the long run, will be well pleased. And a pleased customer means everything.

There is, of course, the difficulty of running up against customers who are unreasonable. With an untrained eye, a man may come in to ask for a price on work of which he knows but little. A man of this type has perhaps secured a price on a given bath-room from a competitor. One looks the job over and names his price, only

(Continued on next page)

Appeal for Women's Trade Through Windows

Perry Hardware Company, Estevan, Sask., Believes Windows Most Valuable in Appealing to Women—Smallware Tables With Screen Bottoms Avoid Collection of Dust and Dirt—Auto Accessories Given Prominence

EXTENSION of trade along several lines has made necessary the construction of a large addition to the rear of the store of the Perry Hardware Company, Estevan, Sask. A large bright tinshop and additional storage space is provided in the new building. A balcony extends around the new section with a wide stairway leading to it. The office is on the balcony and is arranged so that the manager's desk can be seen from any place in the store.

On the balcony a display of mattresses, beds, washing machines, baby carriages, pumps and electric fixtures is arranged. A novel means of displaying mattresses has been adopted by the use of runners which allow of twenty-four mattresses being hung at a time. The runners can be made any length.

Windows Sell Washers, Kitchenware, Etc.

Window displays are held to be largely responsible for the success which has attended the efforts to sell electric washing machines, kitchenware, etc. "Windows that appeal to the women have the biggest pulling power," said Mr. Perry to Hardware and Metal.

An up-to-date electric fixture display has been arranged, fixtures being affixed to the ceiling and connected up so that they can be illuminated.

Considerable trade is developed with the coal mining companies located nearby and a specialty has been made of this kind of business. Last year the store sold three cars of powder and two cars of carbide to the mines.

Took Business From Implement Dealers

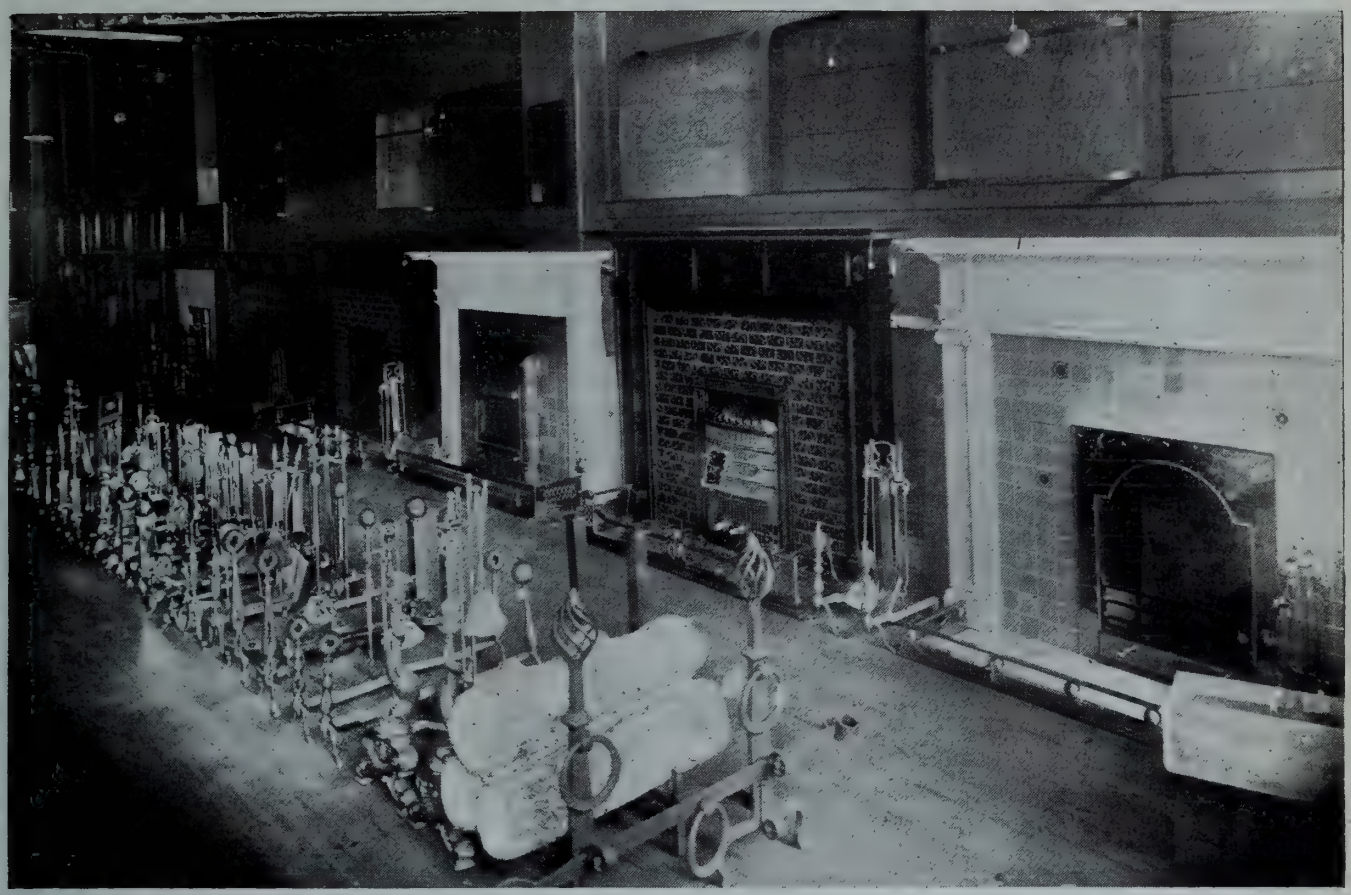
Plow shares are a line which were introduced to the trade through the Perry Hardware Company for the first time about a year ago. At the time a circular was sent to every farmer throughout the surrounding community. By thoroughly advertising the line and talking it up to the trade at every opportunity it is significant that the hardware store took away from the implement dealers a very large portion of trade in plow shares. Bins are built to contain each tye of plow share to facilitate handling.

A suggestion to other stores located in districts where a large farm trade is done, is to have the name of the store on the back of the store as well. Mr. Perry has found this a convenience to farmer customers who approach the store from the rear.

Tables for displaying small wares have been built in the centre of the store. These are about 30 inches wide and 12 feet long. A sand screen is used for the bottom of the shelves instead of a board so that dirt and dust will fall through instead of settling on the tables. Under these tables are movable platforms with sash rollers on each. These platforms carry washtubs, washboards, etc. This is found to be a convenient way of handling such lines as they can be pulled out easily for the inspection of customers.

Auto Accessories Given Prominence

An automobile accessory department has been opened just recently at the front of the store. "We believe in giving accessories the utmost prominence," says Mr. Perry. The paint department has recently been rearranged allowing of better display and arrangement, color cards being hung from the ceiling. A special section has also been set aside for bicycle accessories, it being found that this is a developing line with the people in rural districts and requiring special attention at the hands of the hardware dealer.



This is the other side of the display room and is devoted to a wide variety of mantels and fittings, including screens, fenders, tongs, poker and brush sets, andirons and logs. It will be noted that this display room is large enough to enable the showing of nine mantels along one wall. This class of goods takes a lot of display room, but according to the James Walker Hardware Co., Montreal, it is well worth the attention given it. No one will deny that this line makes a very attractive and homelike display.

to find the would-be customer retort that the price is too high, or something of that sort. When the facts are looked into and the estimates compared, Mr. Cross states that there are usually defects in the lower-priced contracts which make the job a cheap one for the owner, and one that will not give service. If reasonable, the customer can be made to see this and will award the contract, very probably, for the better material and workmanship.

With architects, it often happens that they will be set on a pattern and shade combination which, when finished, will not be at all suitable. This leads to more or less difficulty that is only overcome by diplomacy.

Average Bathroom $150 Up

In referring to the average cost of this work Mr. Cross stated that the outlay necessary for a bathroom would run from $150 and upwards. Then there are kitchens, hallways, entrance halls, and other odd places around the house where some of this work may be desired. It is here where a knowledge of the effects to be produced is valuable and really imperative. To the man who studies the whole question many excellent returns will come. It is a business, indeed, where one must be on the alert, for as Mr. Cross states, there is not only considerable competition, but much of this is of an unfair and unscrupulous nature.

In addition to this special work, already outlined, there is a good demand, and will be an increasing sale, for fireplace mantels. During the war period, with building so restricted, there was a lull in this activity and the pickings were small. But with buildings now being erected, and with the effort along this line bound to grow, there is a considerable amount of business in sight for years to come. Here, again, tastes and effects must be studied. Then there are firebaskets, tongs, fenders, andirons, etc., which are so well displayed in the accompanying photographs.

While it is possible, Mr. Cross thinks, to interest the householder in having work of this kind done, and while personal salesmanship can be brought into play in cultivating this, it is essential to work in with the architects closely. This is absolutely necessary in considering such work as is called for in public buildings, apartment blocks, stores, etc.

Anomalies of the New Tax Schedule

A Feature That Has Been Overlooked is in Regard to Mail Order Business Between Manufacturer or Wholesaler and the Actual Consumer—Small Items, It Is Claimed, Are Not, as a Rule, Invoiced.

By HENRY MILES, M.L.A., for St. Lawrence, Quebec

THERE are many anomalies in the new tax schedules. By departmental regulations or decisions the resolutions adopted by the Parliament of Canada have been satisfactorily covered in respect to objectives, and as to textual difficulties, but one feature that has been overlooked and which affords even a general interest is in regard to the mail order business or trade, if you would call it so, between the manufacturer or wholesaler and the actual consumer. The law lays down clearly the principle that a two per cent. tax applies; that the seller may absorb one per cent. of this tax, but that one per cent. must be levied upon the consumer; further—that an invoice must be rendered to the consumer showing at least a one per cent. tax charge.

This is all right enough with trading between the manufacturer and the retail tradesman. It is the trade custom to issue invoices to all dealers, but it is not the custom of the trade to invoice small items sent by mail or otherwise to the consumers.

Invoicing is Expensive

Tens of thousands of articles are thus sent out all over the Dominion in response to orders accompanied by the money to cover. Such invoices have never been sent to the purchaser. Every house in the country is transgressing the law technically in responding to these orders. The manufacturer or wholesaler makes return of two per cent. each month upon such sales but it is impracticable to comply with the law. Take for example a man in Edmonton who sends to a Montreal firm—we will say —25 cents for some article. To comply with the law and for the purpose of collecting from him one cent tax on the transaction the seller must send an invoice and collect. To do this will cost him four or five cents for stationery and postage stamps (3c)—then the buyer must spend a like amount approximately to comply with the invoice. In other words, between the two the cost of compliance would be, say, nine or ten cents to collect one cent tax.

This could not have been considered, and it would seem impossible that Parliament did so intend—ostensibly a tax of one cent on a 25 cent transaction would entail a cost to buyer and seller of ten cents, and of which the Government would get six cents for postage stamps. It would, in practice, constitute a prohibition of such trading with consumers. This would meet with serious objections. A large portion of such ordering emanates from places where there are no stores and the orders are often for goods urgently wanted. If this feature of the law is to be rigidly enforced there would be only one way to deal with such business logically.

CHARGED HIS WIRE FENCE

When a man connects a small battery with his fence, runs an electric current through it, and thereby causes children as well as older persons to be subject to harmless though sudden shock, and a neighbor objects and wants the inventor prosecuted, what should the charge be? After prying into the statutes to find some section under which the defendant might be tried, and receiving various sorts of suggestions from all counsels, the judge passed judgment along to the justice of the peace on a charge that it was a violation of the building statutes of the city.

Disorderly conduct, assault and battery and contributory charges were framed against the accused. Defendant said the fence was charged to protect his garden and keep children out of the yard.

Hope For a "Decision"

The manufacturer or dealer receiving the 25 cents would write to the buyer, return him 20 cents, expressing his regret that he cannot supply his wants and that under the Government's drastic prohibitory regulations such contact with the consumer cannot occur and, further, that to afford this information it unfortunately costs him five cents to obtain it—this to cover postage and stationery. It is hoped that the department will issue a "decision" that this tax, as between the manufacturer and any dealer or trader, must be collected by invoice and as set forth in the enactment referred to, but in respect to orders for goods to bona fide consumers—sent to the homes of citizens for consumption. Invoices need not be rendered and the seller shall — as at present — simply include the two per cent. tax in his usual monthly payments of taxes to the Government. The trade wants a departmental regulation permitting the absorption of this two per cent. tax, and the elimination of the invoice feature, which involves in one way or other a cost to buyer and seller of ten times the amount of tax the Government seeks by the text of the statute.

Representations have been made by me to the Government, and all manufacturers and wholesalers interested earnestly hope for the reaching of reasonable action in respect to same.

Welland Gets Rubber Plant

Manufacture of hard rubber goods, plates and cells for batteries, etc., will be undertaken in Welland by Joseph Stokes Rubber Company of Trenton, N.J., who have acquired a three-acre site in that city, adjoining the Grand Trunk Railway.

BUYERS AND SELLERS OF IRON AND STEEL

Pittsburgh sheet mills are curtailing production on account of the car shortage. It is estimated that production has now fallen to about 40 per cent. below capacity.

For the first seven months of 1920, the Ford Motor Company turned out 990,000 cars. This was 10,000 short of their schedule.

Deliveries on plates by Pittsburgh mills are improving. One result of this is a slightly easier market, but the price ranges generally from 3.25 cents to 3.50 cents.

In order to relieve the shortage of cars, it is proposed to move a much larger amount of grain over the Great Lakes. This in turn will cut into the ore shipments, which are already far behind.

The Dominion Steel Corporation recently shipped its first consignment of plates for foreign order from its new plate mill at Sydney, Cape Breton.

Increased car supply, and conservative buying, is expected to make the market price of coke in the U. S. drop considerably in the near future. A drop of from $1 to $3 is spoken of in some quarters.

The putting into force of the freight increases in the United States is expected to provide an impetus to the heavy machine tool trade. One road has already come into the market for 53 tools of various kinds.

European production, coupled with the increase in freight rates, is leading some of the steel exporters in the United States to fear the coming of competition from that quarter.

Although the United States production of July was greater than that of June, the daily production was less, counting the one day extra in July. The figures for the month were 3,060,626 tons in July, as against 3,046,623 tons in June.

Interesting Survey British Sheet Situation

Production Has Been Greatly Augmented by Many Mills But Skilled Labor Still Inadequate —Merging of Interests Has Helped Greatly— Will Cultivate Canadian Trade

Editor's Note: In this interview with W. S. Leslie, president, A. C. Leslie & Co., Ltd., Montreal, it was indicated to Hardware and Metal that there are desirable changes for the better in the British sheet steel market. Mr. Leslie spent several months in England and on the Continent and his outline of the present situation will be read with interest by readers of Hardware and Metal.

"I FOUND British manufacturers generally very busy and largely unable to fill all orders offered them, output being generally limited by lack of sufficient workers. Change to an eight-hour day had a great deal to do with that, as in the case of works running night and day (which of course is common to the steel trade), it required three shifts instead of two, and many makers had part of their plant standing idle on that account.

"The production of steel had been increased so largely during the war that even with works not running to full capacity, the tonnage available was fairly adequate, excepting, perhaps, in supplies for the shipbuilding trade, which, in spite of some cancellations, is still extremely brisk.

Imports Affect Price Basis

"Imports of American and other foreign steel have been rather small during the summer owing, largely, to transportation difficulties in the United States, but quantities had latterly been increasing, thus resulting in some concession from the very high prices of British make, and as demand for some forms of finished steel had rather slackened off it is probable there will be some further concessions in price. Even so, it would leave British prices too high to enable them to compete very seriously in Canada or other markets where they meet American competition.

"The supplies of iron are shorter than those of steel, as blast furnace capacity has not been increased so largely as steel furnace capacity. It is increasingly difficult to get puddlers as few young men care to learn that arduous trade when they can easily get good jobs at steel furnaces.

Amalgamation—Labor

"A marked development during the last year or two has been the merging of different works into large companies, or the formation of financial alliances which answer the same purpose. This has given many of the larger companies control of their own supplies of fuel and raw materials, as well as furnishing them an outlet for their semi-finished steel, and with the return to more normal conditions this should prove an important factor in helping the British maker meet competition.

"Labor conditions seemed to be much more settled than they had been a few months before, and the complaint is still very common that the men are not doing a fair day's work for the liberal wages which they now receive. This is probably most marked with the coal miners, and with the less skilled trades in connection with iron and steel works, the trained men generally giving efficient service, but not increasing the pre-war output.

For Better Trade

"With hardly an exception I found British makers most anxious to cultivate trade with Canada as far as conditions would permit, and in many cases showing great enterprise in meeting conditions, and while it is difficult to forecast the chances for increased trade between Canada and the Mother Country, when the present abnormal conditions have passed I am strongly in hopes that the connection will become closer than for many years past."

Big Demand for Heating Goods ; May Advance

Recent Advances for Raw Materials Will Tend to Firm and Perhaps Advance Finished Products—Boilers and Radiators Scarce—Increase in Rail Rates Will be Factor, Says Montreal Heating Man

"THERE is no likelihood of lower prices on stoves, ranges, radiators or boilers, and advances are probable." In these words, W. L. Helliwell, Montreal manager, Gurney-Massey Company, interviewed by Hardware and Metal, referred to the outlook on these products for the coming fall. "Increased costs for labor, coke, pig iron and the difficulty of obtaining steel sheets from the mills are factors, and what advances have been made in the past months have barely covered the increased costs for raw materials. I see no possibility whatever of lower prices, and I believe there will be little reduction, if any, for at least a year."

Mr. Helliwell stated that, in view of the uncertainty of obtaining raw material, and also in view of the general outlook last spring, there was an unwillingness to make commitments on definite contracts. Should conditions not improve this would lead to confusion and difficulty, and in many cases it was considered better business to continue supplying demands as they were made and thus hold the confidence of the trade. This has been done to a very great extent, and by carefully taking the trade into confidence, manufacturers, in some cases at least, have supplied the trade with their reasonable needs. There have been occasions on which deliveries could not be made, but on the whole matters have worked out quite well.

Supplies Stalled

In connection with producing raw materials the manufacturer has had no easy time. "I know of one case," continued Mr. Helliwell, "where several cars of steel sheets were on order by a certain manufacturer who needed them urgently to continue operations, and the supplier advised that the sheets were available. But they could not be moved. There were no cars. It simply made a very awkward situation for this manufacturer for there was no way of obtaining the sheets so urgently needed."

This is a typical instance of the difficulties which confront the manufacturer who is dependent upon steel sheets, and it follows with other commodities, such as coke, pig iron, skelp for making pipe, castings, etc. Of cast goods there is a real scarcity at the present time, and this shortage will perhaps not be much relieved for a long time.

"But transportation in Canada is very satisfactory, taking it all through," said Mr. Helliwell. "We are much better off than they are in the United States, and we would be still better situated had they not so many of our cars over there which we cannot get. The Canadian transportation situation is much better than it was six months ago; the Canadian roads are doing well."

No Let Up in Demands

There has been no great noise regarding the ordering of heating goods, but at the same time orders have bulked large all the season through. "Business has been good and the movement this year is greater than that of last. There has been a great deal of building in this part of the country, and at present there is a real scarcity of radiators and of boilers. Pipe and fittings, and also valves have been very scarce, and cast iron goods are hard to get," commented Mr. Helliwell.

In this part of Canada there has been much building of houses, and there have also been activities in connection with apartment blocks and other business premises. Taken in a general way, the

(Continued on page 45.)

By Co-operation Retailers Can Win Against Mail Order Competition

THERE are many Retail Merchants who do not feel secure nor hope for free expansion as long as the Mail Order House cloud hovers above.

A great deal has been written about methods which could be used by the Retailer in combating this menace. Some of these are rather fanciful and do not work out in practise but there is one which seems to prove universally successful and we commend it for your serious consideration.

It means the getting together of all the merchants in your town and the formulating of one policy to be followed by all. This policy calls for somewhat the same line of argument to be used to customers by every dealer in the community; in fact one might say it means that the merchants would need to conduct an intensive advertising campaign. This does not mean necessarily newspaper ads, but means anything which will reach and impress the peope in your community and which will bring home to them the effect this buying of goods outside of one's town will have on them, their property and their future. They must be told in unmistakable language that every dollar they send to Mail Order Houses depreciates their own property and lessens their own chances for success. This is the most powerful and effective appeal that can be made and it can be varied to suit local conditions. Thousands of people who patronize Mail Order Houses do not realize how they are working against their town. They have never had the vital truth brought home to them in the right way. Many of them think that their townsmen, engaged in Retail business, are merely working for their own personal gain when they attempt to fight the Mail Order House.

When it comes to the stove business itself, don't you think some of the following questions, if put by you to a prospect, would help along your case considerably?

DID YOU ever hear of a Mail Order House setting up a stove in a customer's house?

DO YOU know that it is often a matter of weeks before the mail order house makes delivery?

DO YOU know that the mail order stove often arrives broken, thus necessitating much red tape with railway officials and a great loss of time—often when the stove is most needed?

DO YOU have a look at the mail order stove before you buy it?

DO YOU see a mail order stove before you send your money?

IF THE mail order stove proves defective, who do you have to appeal to? The mail order house may be hundreds of miles away.

WHO uncrates and unpacks the mail order stove, puts the parts together, fits the joints and tests the stove to see if it is in perfect working condition?

WHAT DO you do when you want repairs for a mail order stove?

WHO FITS the pipes for a mail order stove?

DOES the mail order house haul the stove from the station, sign for the stove in good condition, unpack it, mount it and see that it is free from defects before it is delivered to you?

DOES the mail order house help to build up your community?

DOES the mail order house contribute to the support of local schools, churches and public institutions?

DOES the mail order house employ any of your fellow-townsmen and thus enable them to support their families?

DOES the mail order house buy anything from the other merchants of the town?

Originally some years ago this appeared in Hardware and Metal, and has been widely copied by stove manufacturers and other papers in all parts of America.

Editorial Comment

TRADE IN GERMANY.

MEMBERS of the iron and steel trade who have lately visited Germany give accounts of the industrial situation in that country, differing widely from most of the reports which one reads in print. They state that until Easter business in steel, machinery, tools, and other steel goods in Germany was even brisker than before the war, and a considerable proportion of the output was exported. Depression set in at Easter, and since then activity has declined to a much greater extent than in Great Britain. All sections of the community in Germany were working with a diligence which is said to be conspicuously lacking in England. They appeared convinced of the ability of their country to get on its feet again in commerce and industry unless some untoward event, such as another revolution should occur, and danger of this is threatened by a serious shortage of food. A great part of the population is living in a state of semi-starvation, and if this condition is not soon relieved it may drive the people to violent measures. Germany has produced and exported since the end of the war large quantities of machinery, and has sent a good deal of steelworks plant to various European countries, especially to Sweden. Contrary to the belief prevalent in this country, it appears that throughout the war Germany was able to make high-speed tool steel for use in her munition shops, the necessary tungsten being procured from ores which could not be worked profitably in normal times.

TAKE ADVANTAGE OF CASH DISCOUNTS

THE average merchant is apt to think that he loses nothing but the discount when he fails to take advantage of the cash discount offered for payment of his bill in five or ten days, and that so long as he pays before the expiration of the full time allowed his credit is A-1.

But, a perusal of an address by Webster King Wetherill, president of the Aldine Trust Company of Philadelphia, reveals the fact that financial men are apt to rate the merchant who fails to take advantage of the cash discount as of uncertain credit.

Mr. Wetherill says: "In all credit rating, the buyer who does not take advantage of this cash discount is always classed as of uncertain credit; and even though his statement may appear to show him a good credit risk, his credit rating is lowered when he does not take advantage of the cash discount. The best that can be said of a business man, and when once said eliminates any further consideration of his credit, is: 'He discounts his bills.' Those who discount are the highest credit; those who do not are inferior risks.

"It is to eliminate the credit risk that the discount is by natural process of business development continued at a rate higher than the use of the money is worth. The discount for prompt pay is sound in principle, and is a good practice, and differentiates between good credit customers who can discount and the slow-pay poor risks who have not got the money to pay promptly nor good credit to finance their business.

"While discount is called an allowance for prompt pay, it is in reality figured off the selling price in calculating returns, and is a penalty which the slow payer, who does not take advantage of this, pays for the use of the money and the risk of carrying the account.

"You classify your customers by their discounts—those who discount you can send all the goods they want and those who are not able to take your discounts are a class that must be watched."

THE early closing movement is meeting with a great deal of success, especially throughout the Western Provinces. In this as well as any other good cause there are always a few who are only too glad to take every opportunity to break the by-law. The latest comes from a Western city where apparently there are some merchants who have been doing business after closing hours by utilizing the telephone service. The city officials are putting through an iron-clad definition of the word closed which will leave no room for doubting its meaning.

Events in the Trade

Business Changes

DESERONTO, ONT. — The Quinte Glass Co., at Deseronto, Ont., have been succeeded by the Quinte General Mfg. Co., Ltd.

TORONTO, ONT.—The Quinte Glass Co., at Toronto, have also been succeeded by the Quinte Mfg. Co.

PORT CREDIT, ONT.—A new business has been commenced here by L. Harry. He is to carry a line of hardware and electrical goods.

Incorporations

The Richmond Wire & Iron Company, Limited, has been incorporated to manufacture household wire and iron products, goods of all kinds in iron, brass, tin, copper, aluminum, electrical, etc., their chief place of business to be at Richmond, Que.

The Exide Batteries of Canada, Ltd., has been incorporated to manufacture hardware, tools, utensils, batteries, etc., their chief place of business to be at Toronto, Ont.

Darling Bros., Ltd., have been incorporated to manufacture iron, steel and other metal products, their chief place of business to be at Montreal, Que.

The London Concrete Machinery Company, Ltd., has been incorporated to manufacture metals, structural materials, electrical apparatus, etc., with their chief place of business at London, Ont.

The Dominion Brass Products, Ltd., Toronto, Ont., has been incorporated to manufacture brass, etc.

Western Ontario News

A new $500,000 company has been formed at Listowel, Ont., to manufacture oil engines, locks and agricultural implements and tools. M. I. Adolph is president of the firm which will be known as the Canadian Farm Power and Machinery Co., Ltd.

The Andrews Wire Co., of Watford, Ont., contemplates the erection of a $25,000 addition to its factory.

Clifford Cake has joined the sales staff of the Russell Beattie Hardware at London, Ont.

On Friday evening London Sheet Metal Workers Union, No. 673, held the first of a series of social evenings that are planned for the fall. The affair was well attended and most successful in every way.

Announcement will be made shortly regarding the location in London, Ont., of a large new plant for manufacture of malleable castings. The plant, according to officials of the Chamber of Commerce, will be a subsidiary of the Ruggles Motor Truck Co. which will start work shortly on a new $2,000,000 plant.

H. L. Martinson, hardware merchant, at Cottam, Ont., and Mrs. Martinson were recent visitors at Point Pelee, making the trip by motor.

Mrs. R. M. Birce and children, of Essex, Ont., were recent visitors with friends at Belmont, Ont., and have gone to Cedar Beach to spend the rest of the summer.

It pays to make timely and seasonable appeals both by advertising and window displays. At Ridgetown, Ont., an Old Boys' Reunion is in progress all this week and among the visitors are many Canadians now residents of the United States. J. H. Slater, hardware merchant, is making a special "drive" on cutlery and in his advertising featured the following: "If you are an 'Old Boy' and from across the border, you will be interested in our line of English Pocket Knives and Razors." Splendid sales resulted from the advertising and display of cutlery.

Colonel T. S. Hobbs, of the Hobbs Hardware, London, Ont., who is a great lover of flowers and has one of the finest gardens in the province at his summer home at Kilworth, Ont., was rather strikingly honored at the big Western Ontario Gladioli Show in London. S. F. Wood, who had on exhibition a new and very beautiful specimen which he had raised, named it "Colonel Hobbs" in appreciation of the Colonel's work in furthering floriculture.

The County Police are investigating a mysterious robbery at Bateman's Hardware at Morpeth, Ont. In addition to a number of articles of merchandise the burglars secured all the money left in the till. A number of store robberies have been perpetrated in Western Ontario recently and in several places the police are warning merchants not to leave money around where it may easily be stolen. At Hoover and Millsons at Bothwell, near Morpeth, more than $300 worth of tires and auto accessories were stolen.

Car Shortage Still Acute

According to reports, car shortage on railroads of Canada and U. S. increased slightly during the week of August 1, when supply was 132,370 cars less than demand, compared with shortage of about 125,000 cars during previous week.

St. John, N.B., News

This year is the sixth in which the semi-annual dollar day has been observed as a bargain day in St. John, N.B. A greater number of merchants of the city joined the dollar day brigade this year than in former years, and also more citizens took part in the buying. Throngs of shoppers crowded the streets from early morning until closing time in the evening.

The sidewalks in front of the most popular stores were blocked from time to time, and inside the stores traffic was very much congested.

The merchants consider the day to have been a very real success. A large staff of extra clerks was put on for the day in many of the stores and sales were speeded as much as possible. In some cases it was found necessary to close the stores at noon time to give the clerks an opportunity to get a lunch. Half of the staff was not sufficient at any time to handle the crowd.

Many of the hardware concerns held special dollar day sales. One firm used full-page advertising in the local papers, calling attention to their specials.

The Retail Merchants' Association is largely responsible for the innovation of dollar day in St. John, and it has gained public favor with each recurring February and August.

Miss F. P. Alward, provincial secretary of the Retail Merchants' Association, St. John, N.B., has been attending a meeting at St. Stephen, N.B., at which arrangements were completed for the holding of the annual convention of the provincial organization in that town next month. The meeting was a busy and an enthusiastic one and Miss Alward reports that the details of the program of the convention have been most satisfactorily worked out. It is expected that there will be between seventy and eighty visiting delegates attending the convention, and the St. Stephen hosts entered into plans for their entertainment with anticipation of much pleasure.

Want Brazilian Consulate at Montreal

An effort is being made at Montreal to have the Brazilian Consulate reopened. It appears that since the transfer of the former consul to another city there has been a desire on the part of the Canadian Manufacturers' Association to have a new representative appointed for Montreal, and the matter has been handed over to R. W. Gould, the Montreal secretary, who will communicate with the New York Consul regarding definite representation here.

Amalgamation of St. John Axe and Tool Makers

On Sept. 1 Company to be Known as Campbell & Fowler, Ltd.—Re-Amalgamation of Business Founded Fifty-Seven Years Ago

THE recent amalgamation of two axe manufacturers in St. John, N.B., the Josiah Fowler Company, Limited, and G. Wilford Campbell & Son, is really a reunion of the sons of the founders of the businesses. Fifty-seven years ago the late Josiah Fowler and the late William Campbell entered into a partnership as edge tool and axe manufacturers, locating on City Road, St. John, N.B. In 1879 this partnership was dissolved, Mr. Campbell building a factory on Smythe St. (occupied at the present time by G. Wilford Campbell & Son) and Mr. Fowler remaining on City Road.

In 1893 the Fowler business became Fowler & Rankine, and in 1895 the firm was made a limited company, under the name of Josiah Fowler Co., Ltd. In 1918 Mr. Josiah Fowler, the founder of the business, died. William Campbell died in 1895, when the business was reorganized as Campbell Bros., the partners being G. Wilford Campbell and Charles R. Campbell.

In January, 1920, the name of this business was changed to G. Wilford Campbell & Son, Kenneth Campbell having been taken into the business by his father, representing three generations of Campbells.

The Josiah Fowler Company, Ltd., have built up a business apart from the tool and axe manufacturing in the manufacture of special automobile and carriage springs. This line will be carried on by the reconstructed company.

On September 1st the company will commence operations under the new name of Campbell & Fowler, Ltd., City Road, St. John, N.B., and will carry on the manufacture of axes, ship tools, boys,' hunters' and bench axes, carpenters' chisels, cold chisels, a complete line of hatchets, draw knives, striking hammers, Campbell's hammer poll ax, axes, automobile and carriage springs.

BLANCHARD FOWLER
Director and Manager, Campbell & Fowler, Ltd.

G. WILFORD CAMPBELL
President Campbell & Fowler, Ltd., St. John, N.B.

The executives of this reconstructed company are all young men, and born in the axe manufacturing business. Plans are under way for additions to be made to the factory.

The officers of the new company are: G. Wilford Campbell, president; Kenneth I. Campbell, vice-president; A. D. Barbour, secretary-treasurer; Blanchard Fowler, manager.

The capitalization of the new company has been increased from $49,000 to $99,000, which stock is held by above members of the firm.

Gurney Foundry Company Operating New Plant

Montreal.—In an interview with W. H. Helliwell, Montreal manager of the Gurney-Massey Company, Hardware and Metal was informed that the plant of the Canada Stove & Foundry Company, Limited, at St. Laurent, adjoining Montreal, recently taken over by the Gurney Foundry Company, is now operating and producing stoves, heaters, and enameled ware. Mr. Helliwell also stated that the plant has been somewhat enlarged and this increased production will be very welcome to them to take care of fall trade, in this part of the country particularly.

Montreal.—Chester F. Craigie, general sales manager of Ames, Holden, McCready, Limited, Montreal, has recently returned to Montreal after visiting points as far west as Winnipeg.

English Imports Coming More Freely

Stanley Davies, Weston, Ont., representing Frederick Giles & Co., Birmingham, Eng., in discussing with Hardware and Metal the situation as regards imports from England, stated that of late there has been a noticeable improvement in transportation and supplies of glass knobs, brass goods, china knobs, etc., are coming through much more freely and quickly than formerly. Shipments on straight goods are coming through within ten weeks from time of placing orders. Mr. Davies, who also represents Malkin Tile Works, Burslem, Eng., states that some supplies of white glazed tile are now coming through to the Canadian trade. Brass fenders, companion sets, etc., are coming through within three months from date of order.

Higher Export Rates to be Granted

On exports leaving the Port of Montreal, leave will be granted, according to a notice received from the Board of Railway Commissioners, to increase freight charges. This was conveyed in a communication received at the Montreal office of the Board of Trade last week, and this letter reads as follows:

"Whereas the rates and charges on freight traffic from United States shipping points to the Atlantic ports of the United States will be increased on the 26th August, 1920, by authority of an order of the Interstate Commerce Commission dated July 29, 1920, and the Board, by its General Order No. 303, dated August 13, 1920, has authorized increases in the freight rates and charges from Canada to the United States in conformity with the said Order of the Interstate Commerce Commission.

"And whereas it is expedient in the public interest that the relationship between the rates and charges from Canadian shipping points on freight traffic to the ports of Montreal, Quebec, St. John, West St. John and Halifax, for export, and those to the Atlantic ports of the United States be continued;

"Therefore, in pursuance of the powers conferred upon the Board by Section 325 of the Railway Act, 1919, by the Board in that behalf—

"It is ordered that the said rates and charges on export freight traffic from Canadian shipping points to Montreal, Quebec, St. John, West St. John and Halifax may be increased in conformity with the said relationship, to become effective on or after August 26, 1920, on not less than five days' notice.

(Sgn.) F. B. CARVELL,
Chief Commissioner,
Board of Railway Commissioners for Canada.

Ottawa, Aug. 19, 1920.

This notice appears to have caused no little unrest among some of the manufacturers who are at present catering to more or less export demand. The order was evidently not looked for, and those learning of the issuance of the order, in any way interested, began to carefully scrutinize the same.

News of Western Canada

Western Notes

Raddison, Sask.—W. F. Hatch, hardware merchant, is discontinuing his business here.

Tugaske, Sask.—McLaren & Son, hardware merchants, have been suceeded by Wm. Matheson.

Vanguard, Sask.—Henderson Bros., hardware merchants of Vanguard, Sask., are opening a branch store at Hodgeville.

Ochre River, Man. — Stevens and Lord, hardware merchants, have sold the bulk of their stock to Denstedt and Christ, Salter and Arnold trustees.

Jas. Kellas, provincial secretary of the R.M.A., Alberta, with an office at Medicine Hat, Alta., intends to make a trip to the Peace River country shortly.

Presentation of North-West Commercial Travellers' Grand Challenge Cup

Mr. Mihinnick, president of the N.W.C.T. Association in the Board Room of the Travellers' Building, presented Wood, Vallance Limited, baseball team with the Challenge Cup and prizes competed for in the special tournament, the final being played off at Winnipeg Beach, at the Travellers' Picnic. Mr. Mihinnick in a few well-chosen words complimented the boys on their clear-cut victory and looked forward to seeing even keener competition next year. Dave Miller, captain of W. V.'s team, formally accepted the cup on behalf of Wood, Vallance. This was supplemented by a short address by Mr. George Herity, vice-president of the club and Herb Carbray, manager.

Japan Reported to Have Placed Large Steel Orders in Germany

Reports from Japan dated last week state that German ironworks in Frankfort-on-Main have received Japanese orders for steel plate amounting to many millions of marks. The Government may permit the manufacture of spinning machinery at the Imperial Arsenal, as it is thought that machinery orders placed in America and Great Britain cannot be filled for several years.

Employees of Wood-Vallance, Ltd., Active in Sports

Wood, Vallance Limited, Winnipeg, have enjoyed a very successful year in the way of sports. To begin with, the bowling team captured third place in the Merchants' Bowling League and individual prizes were won by Gordon Hoskins and Bill Watt, in addition to entering a strong team in the league, comprised of Gordon Hoskins, Bill Watt, Bill Wilson, Gus Ward and Bert Lloyd. Six teams chosen from the different departments in the warehouse played out a regular schedule of games at the Saratoga Alleys, Bill Watt's team winning the premier honors, Jack Henderson, his right hand bowler, doing some sensational playing.

The curling season found Wood, Vallance well organized for this branch of sport, entering a strong team in the Wholesale League, the following being the personnel of the team: Skip: G. Myron McBride; third, George Herity; second, Gordon Hoskins; lead, Dave Miller. They captured third place in the classic event. The Warehouse League, composed of twelve teams, was handled in a most businesslike way. Valuable prizes were secured from different manufacturers and a Challenge Cup was presented by Bill Watt for annual competition. This was won by Jas. Feir's rink after quite a struggle. The great success of the Warehouse League was due to the untiring efforts of the genial secretary, Jimmy Waugh.

Several interesting hockey matches were played between the accessory warehouse and main warehouse, always resulting in close, hard fought games.

The Social Club, with Miss B. M. Parkinson as convener, assisted by Dave Miller and Morley Paul, staged some very attractive snowshoe and toboggan parties, ending up with a dance at the warehouse.

While the baseball season is not as yet completed, Wood, Vallance have already won the splendid Grand Challenge Cup and prizes presented by the North-West Commercial Travellers' Association, and are heading B. Section in the Commercial League. They hope to cop this off and will then challenge the winners of A. Section for a post-season series of games. The team is composed of the following players: Pitchers: Dave Miller, Art Morrison, Frank Troughton. Catchers: Bill Peletier and Dick Bird. First base: Gus Ward; second, Chic Little; s.s., Jack Lyons; third, Aubrey Keizer; right field, Laurie Dales; centre field, Morley Paul; left field, Dave Mackie.

The principals of the firm have been most generous in the whole-hearted support they have given the employees. Mr. David Wood, president of the baseball club, missed very few games this season and has expressed himself as being very well pleased with the good showing the boys have made.

Fall Rush is Expected in Machine Tool Trade

Montreal.—As the trade in the machine tool markets throughout Canada and the United States is continually reported at this time of the year as being quiet, it is stated that local conditions are no exception to this general tone. However, as in other trades, pending the Fall rush of business, this period is looked upon in a mild way as the calm before the storm.

In discussing the local trade prospects for the season, G. F. Foss, of the Foss Machinery and Supply Company, Ltd., said that a decided improvement was looked for, and that business promised to be brisk. Two important factors in the trade, which have been curtailing production for some time, now presented a more hopeful front, namely, the labor difficulties and the tightness of money. Mr. Foss said he believed these hindrances would be removed to a great extent this Fall, with the result that the unsettled state of the machine tool trade would be materially better.

In regard to prices, present indications do not appear to suggest any decline for the near future for the principal lines. This is due partly to the great scarcity of raw materials, of which the United States markets seem to be bare.

The demand for milling supplies is good, Mr. Foss concluded, signs of improvement in this line being already evident.

Many Farms in Danger

Winnipeg.—Appealing for assistance for the scores of families whose farms were devastated by the disastrous bush fires that swept through the Mulvihill district last week, two of the sufferers, W. F. Gold and H. Kiddier, have arrived in the city to approach the Government and arrange for supplies, equipment and food to be sent to the settlers.

Several returned soldiers who took up land in the district under the Soldiers' Settlement Act are among those burned out.

Wood Vallance Ltd. Opens New Branch at Regina

ON Monday next, with the formal opening of the handsome and commodious wholesale hardware warehouse of Wood, Vallance Limited, another milestone in the history of the wholesale business of Regina will be passed.

The Wood, Vallance chain of wholesale hardware houses, of which the new Regina branch is the latest link, extends across Canada from Hamilton and Toronto to the Pacific Coast, and is one of the largest and oldest-established hardware wholesales in the Dominion. The different branches are:—

Wood, Alexander & James, Hamilton and Toronto, established 1849.

Wood, Vallance Limited, Winnipeg, Man.

Wood, Vallance Limited, Regina, Sask.

Wood, Vallance & Adams, Limited, Calgary, Alta.

Wood, Vallance Hardware Co., Limited, Nelson, B.C.

Wood, Vallance & Leggat, Limited, Vancouver, B.C.

The parent house was founded in Hamilton in 1849 by the late Senator A. T. Wood in partnership with Matthew Leggat, the firm being known as Wood & Leggat. From this beginning, over seventy years ago, the present organization has gradually developed. The contract for the Regina building was let in January of this year. The excavation was begun in mid-winter, and by the use of a frost breaker, the entire excavation was finished before the frost was out of the ground. The reinforced concrete work, the brick work, and the interior finishing have proceeded rapidly, until to-day, less than six months from the time the ground was broken, the building stands practically completed.

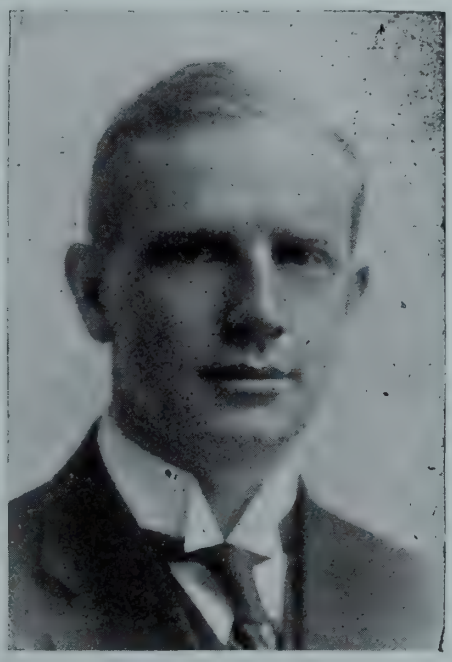
The new warehouse is situated in the heart of the wholesale section of Regina, at the corner of Hamilton Street and Eighth Avenue. The frontage on Hamilton Street is 250 feet and on Eighth Avenue, 100 feet, and the firm have an additional 125 feet on Hamilton Street for expansion purposes. A private railway siding runs the entire length of the building, giving splendid facilities. The structure consists of a basement and three storeys of reinforced concrete and solid brick, being what is known as slow burning mill construction, with a sprinkler system which gives the greatest safeguard against loss by fire.

The building is laid out to give the maximum of efficient service, with the minimum of handling of goods. Two elevators, as well as various chutes, serve to transfer goods from floor to floor. Large, airy offices and sample rooms are located on the ground floor, and employees' lunch rooms on the top floor, and everything has been done to render the facilities of the very highest order, the firm realizing the necessity for thorough equipment to enable them to properly look after their large and growing trade in this district.

The stock consists of shelf and heavy hardware of every description, enamelware and tinware, auto accessories and sporting goods.

The business conducted will be of an exclusively wholesale nature. Goods have been arriving for several weeks from various manufacturing centres of Canada, Great Britain, Belgium and United States, until the warehouse is almost filled with merchandise.

The president of the company is W. A. Wood, of Hamilton, who is also president of the various branches throughout the Dominion. The vice-president is Mr. J. C. Falls, and the secretary-treasurer is Mr. David Wood, both of Winnipeg.



JAMES FEIR

James Feir, the Regina manager, has been connected with the Winnipeg house for over eighteen years. Mr. Feir is still a young man, having joined the staff while in his 'teens, and for the past six years has been sales manager for the Winnipeg house. Mr. Feir has a thorough knowledge of the hardware business and is familiar with the needs of the retail merchants of Western Canada.

Several of the members of the staff have also been transferred from Winnipeg, Mr. Gordon P. Hoskins being credit manager and Mr. G. M. Watson, sales manager. A large number have also been engaged from Regina and surrounding towns. It is expected that it will require a staff of at least sixty employees in the various departments to handle the business from the day the Regina warehouse opens.

VALUE OF TOYS IMPORTED FROM GERMANY

It is of interest to note that the value of registered imports of toys and games, not of rubber or leather and not electrical, into Great Britain for the half year ended June 30, 1920, was £630,273.

The value of these imports for June shows an increase on previous months.

DEMAND FOR HEATING GOODS

(Continued from page 39.)

demands in 1920 have been highly satisfactory, and far more goods could be disposed of were they to be had. Mr. Helliwell expects that this condition bids fair to continue during the fall.

Would Buy Requirements

With regard to fall buying, or rather buying what may be required for trade this fall, Mr. Helliwell believes there is nothing to be gained by deferring this. "Prices cannot be lower, and I would say that a merchant is well advised to buy what he can reasonably expect to sell. I would not advise stocking up unduly or too heavily, but to buy in such quantities as one can sell."

"There will be an ample supply of heaters and stoves, I believe. Speaking for ourselves we shall be able to take care of the demand for these goods alright and yet there will be no advantage in deferring buying. Costs are high and there is nothing to indicate that they will be any lower, so that early ordering would be the best policy.

Referring to the proposed increase in freight rates, Mr. Helliwell stated that these increases, if effected, would naturally have an effect on prices of the finished product. Added to the higher prices recently introduced on coke, pig iron, fire brick, etc., there was every reason to suggest that any change made will be in the nature of an increase on many, and perhaps on all of these goods.

Reference was made by Mr. Helliwell to the strike of employees at one of the big Canadian car manufacturing plants. This would but serve to interfere with transportation, for there is a great need for rolling stock and if these men remained out the result is obvious, he concluded.

HARDWARE STORE MANAGER WANTS POSITION. Able to take full charge. Box 125, Hardware and Metal.

PAINT AND GLASS TRAVEVLLER WISHES to make a change in position. Fifteen years' road experience. Box 305, Hardware and Metal.

TRAVELLER NOW CALLING ON HARDWARE trade West and North of Toronto seeking a change in position. Box 81, Hardware and Metal.

FOR SALE—GOOD LIVE ONTARIO BUSINESS established 20 years, splendid location. Owner retiring on account of other interests. Present turnover about thirty-five thousand yearly and can be greatly increased. Box 119, Hardware and Metal, Toronto.

Newsy Notes From Here and There

Toronto, Ont.—George Moore, of Detroit, Michigan, president of the Mason Contractors' Association of the United States and Canada, Harry Hayman, of London, Ont., ex-president of the international association and president of the London association, Walter Wise, of Indianapolis, Ind., ex-president of the international association and president of the Indianapolis association, and Harry A. Fenton, of Indianapolis, Ind., general counsel of the international association, are here in conference with H. Elgie, of Toronto, provincial representative of the international association, in regard to the general affairs of the association in Canada.

The association is advocating a uniform agreement and working conditions with the Institute of Architects and National Dealers' Association.

Ottawa, Ont.—The Ottawa Trading Co., Ottawa, Canada, is now located in its new offices, rooms 68-70 in the Banque Nationale Building.

Ottawa.—The Ottawa Iron and Metal Company, Ottawa, Canada, dealer in waste material, has purchased ground 100 x 200 feet, adjoining its plant to provide increase of space.

Guelph.—A pleasant event took place at the International Malleable Iron Co.'s factory, Guelph, when Mr. J. Evans was honored by his fellow employees with a tangible token of respect and esteem on the occasion of his leaving the employ of the company to take up similar work at Fergus.

Hardware Letter Box

HARRISTON STOVES

B. N. Sparks, Enterprise, Ont.—Can you inform us of the address of makers of Harrison Stoves.

Answer.—We think you must mean Harriston Stoves, and they are made by the Harriston Stove Co., Ltd., Harriston, Ont.

Wallace Neale, North Vancouver, B.C. —Can you give me the names of books on Hot Water Heating, etc.

Answer.—Practical Steam and Hot Water Heating. Practical Heating Illustrated. 500 Plain Answers to Direct Questions on Steam, Hot Water, Vapor and Vacuum Heating.

Above are by Alf. G. King, and published by the Norman W. Healey Pub. Co., New York.

Also Heat by Shealey; publishers McGraw-Hill Pub. Co., New York, and Kent's Heating Engineers' Pocket Manual.

Hard to Determine Future Steel Buying Policy

"Mixed considerations are being carefully weighed by iron and steel consumers at present in an effort to determine future buying policies," says the Iron Trade Review. "The possibility of higher prices because of the increased freight rates is being placed against the effects of the manifest slowing down in some lines of manufacture, notably in the automobile field. The appearance of definite though spotty improvement in transportation conditions presents a further factor of primary market importance. The better movement of mill material is reflected by the fact that a leading Pittsburgh producer ha s been able to reduce its accumulation of finished and semi-finished material about 12 per cent. A large Pittsburgh independent interest attained an unusual record in July of shipping out more tonnage than in any month in its history. The largest part of this tonnage was handled by truck. Steel sales on the whole are larger, and prices, while they have not advanced, are firmer, particularly in those lines where some softness recently has prevailed. The steel corporation continues to name the minimum prices which it has followed for 16 months.

Catalogs and Booklets

The E. T. Wright Co., Ltd., Hamilton, who are operating factory and marketing the Wentworth line of goods formerly made by the Wentworth Mfg. Co., have issued a new catalogue "C," covering this line of cooking utensils in aluminum and brass and copper (nickel plated). It is stated that all aluminum goods of Wentworth make are made of 99 per cent. pure aluminum and copper goods are of 98 to 99 per cent. pure copper. Besides cooking utensils and tea kettles, tea and coffee pots and percolators, they manufacture smokers' trays and sets, cuspidors, fern pots, casseroles, bathroom fittings, compression taps, lawn sprinklers, and hoze nozzles. Readers of Hardware and Metal can obtain a copy on application to above firm.

2,100 TOOLS CATALOGUED

The Goodell-Pratt Co. of Greenfield, Mass., in issuing their new catalogue, No. 14, consisting of 464 pages, showing over 2,100 tools, draw attention to the difference between this and their first catalogue, issued 25 years ago, which described a few drills and screwdrivers made by the fifteen employees which the firm at that time employed.

The new catalogue contains more than 700 good-sized illustrations and descriptions are brief and accurate, aiming to give all the important points or selling features in regard to each tool listed.

The entire catalogue is arranged as conveniently as possible and is very fully indexed.

All new tools are fully marked, so that it is not necessary to refer to old lists to discover which items are new.

The list of tools made by this firm is too well known by the hardware trade to need describing in these columns, but all readers of Hardware and Metal who are interested are invited to write for a copy.

NEW SAVAGE ARMS CATALOGUE

The Savage Arms Corporation of Utica N.Y., U.S.A., have issued a new catalogue, No. 61, of their well-known sporting rifles and automatic pistols.

Among other models the new .250-3000 Savage Model 1920 is illustrated and described.

The catalogue is fully illustrated and contains a fund of information of interest to both dealers and sportsmen and includes among other features suggestions for the care and use of firearms; information on sights and their adjustment; and on ammunition, and also full instruction on taking down and assembling Savage arms.

Readers of Hardware and Metal are advised to write for a copy to the New York office of the company at 50 Church St., New York City.

HOW TO SELL A SAW

A book of extraordinary interest has just been published by E. C. Atkins & Co., Hamilton, Ont., and Indianapolis, Ind., manufacturers of Atkins silver steel saws, on "How to Sell a Saw." It is devoted entirely to the one subject, and although the underlying principle is how to sell a saw, practically all of the material can be applied to the general line of hardware.

The book is very attractive, suitable for library use if desired for that purpose. It has a Castillian cover embossed in gold, is easy, interesting reading and has plenty of illustrations.

E. C. Atkins & Co. will send one of these books to readers of Hardware and Metal upon request.

Stainless Steel Uses

Since the armistice there has been an enormous sale of stainless steel for cutlery purposes. The demand is increasing, and the labor and machinery in the Sheffield cutlery trade are inadequate to deal with the influx of orders. Stainless steel is being employed very largely in the manufacture of pump rods, valve spindles, valves and other parts which are exposed to contact with water, steam and other corrosives. The scientific instrument trade is using it for drawing instruments and other precision tools and for surgical instruments. It is being manufactured into stair rods, saucepans, and pans of varying shapes, fenders for the hearth, and even into pokers and garden implements; and butchers' rails, spikes, skewers, saws, and other butcher-shop requirements are being made from it. Stainless steel is also being used for golf-club heads, spurs, etc.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

1740. **Hardware, glassware, and china.**—A London firm who claim a first-class connection among wholesalers and export houses are desirous of securing the agency or selling rights for the United Kingdom of Canadian manufacturers of hardware, such as nails, screws, hinges, bolts, nuts; garden, farm and shop tools, and mincing machines; and also glassware and china.

1738. **Hollow-ware, tinware, domestic specialties, and labor-saving appliances.**—Glasgow correspondent states that there is a great demand in that area for hollow-ware, tinware, cast hollow-ware, household spring balances, and sad irons, and wishes to be placed in touch with any Canadian firms wishing to be represented in these lines. The demand for all domestic labor-saving appliances is very strong, and he would like to be placed in touch with all Canadian manufacturers who would consider export orders.

1737. **Machinery, tools, and hardware.**—An engineering and banking syndicate in Roumania desire prices and catalogues on the following articles immediately: Flour milling machinery for furnishing plant of 400 barrels per diem capacity, ice plant of 20 tons per diem capacity, conveying and transmission machinery, building materials of all kinds, machine tools, hardware, cooperage and wood-working machinery, motors and generators, tractors and gasolene engines, agricultural implements, automobiles and accessories, typewriting and calculating machines, measurement instruments, printing presses and linotypes. Manufacturers' prices are requested and payments will be made in cash. Agencies would be considered for some of the above articles.

1747. **Leathers, nails and wire.**—Established Belgian importer wishes to be placed in touch with Canadian manufacturers of upper leather for shoes, shoe nails, wire nails, and wire of every description. Has important connection for distribution of the same, and will furnish British references.

1720. **Leather.**—A Manchester firm are prepared to import sole and upper leather.

1721. **Leather.**—A Leicester firm are in the market for light leathers for shoes, particularly dressed sheepskins for linings.

1722. **Leather.**—A Northampton firm are in the market for sole and upper leather.

1723. **Leather.**—A Northampton firm are always in the market for all kinds of good class upper leather, such as box calf, box veals, box sides and glace kid, patent sides, etc.

1724. **Leather.**—A Manchester firm are prepared to import hides and leather of all descriptions.

1725. **Raw wool, raw skins and hides, tanned leather.**—An old-established firm in Naples are most willing to represent Canadian firms dealing in the above.

1660. **Foodstuffs and hardware.**—A South African agency in Cape Town, with branch offices in Johannesburg and Durban, wish to represent Canadian firms exporting hardware and foodstuffs. They have specialized in these two lines. The head of the firm will visit Canada shortly.

1681. **Lumber, plywood, hardware and furnishing.**—One of the oldest established British manufacturers' agencies in South Africa, with a successful record of 25 years, having their head office at Cape Town and branches at Johannesburg, Durban and Port Elizabeth, wish to make connections with Canadian firms having lumber, plywood, hardware and furnishing for export. A representative of this firm is expected in Canada this month. This company are already representing in South Africa one very important Canadian manufacturing company.

1741. **Hardware.**—A firm in Jassy, Roumania, desire to receive quotations and other particulars from Canadian firms in a position to export all kinds of hardware.

1742. **Enamelled and aluminum kitchen utensils.**—A firm in Jassy, Roumania, dealing in all kinds of hardware, desire to receive catalogues and quotations from Canadian firms in a position to export enamelled and aluminum kitchen utensils.

1743. **Food choppers.**—There is a market in Scotland for domestic sale of Canadian food choppers, and Scottish importer would like to get in touch with Canadian manufacturers.

1744. **Kitchen utensils.**—A Turin, Italy, house are anxious to buy kitchen utensils in Canada.

1745. **Foundry plant and tools.**—A Manchester firm are open to purchase foundry plant and furnishings, also engineers' tools, or would act as representative of manufacturers of same.

1746. **Tools, machines, etc.**—A Bradford, England, firm are interested in importation of tools, machines, etc., and all commodities used in the foundry and engineering trade.

BRITISH MANUFACTURERS CAN MAKE IMMEDIATE DELIVERIES IN MANY LINES

Captain Evan J. Edwards, H.M. Senior Trade Commissioner in Canada and Newfoundland, supplies the following information respecting the position of manufacturers in the United Kingdom:

The position as to tin plates, galvanized sheets, hardware, cutlery and pottery is that, while manufacturers are not urgently pressing for increased business, they can accept orders for delivery in the near future.

Beatty Bros.' Branch Managers Meet

All branch managers of Beatty Bros. recently met together at the head office in Fergus, Ont., to discuss plans and set quotas for the new business year commencing September 1. In addition to the Canadian managers, R. B. Stewart, manager at London, Eng., came home to attend this convention. This is the first visit he has paid to Canada since the founding of the English branch. Plans were also made for the summer convention of Beatty salesmen, which will take place August 19, 20, 21.

Back Row:—M. J. Beatty, General Sales Manager; R. B. Stewart, Manager, London, Eng; N. J. Cabeldu, Manager, St. John, N.B.; J. J. Rutherford, Sales Manager, Western Ontario; T. A. Farnell, Sales Manager, Eastern Ontario; D. R. Potter, Advertising Manager.

Front Row:—A. S. Walbridge, Manager, Montreal; W. H. Sterne, Manager, Edmonton; G. A. Renolds, Branch Representative; J. M. Thompson, Manager, Winnipeg; L. P. Winslow, Manager, Ontario Branch; A. K. Freeborn, Manager, Vancouver.

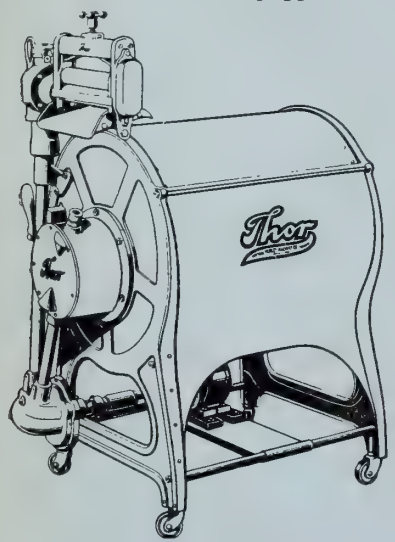
New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

The New Thor Electric Washer

The Hurley Machine Co. announce that their New Thor Washer No. 32 is in production and they will be able to make deliveries September 1. This machine they state is the result of fourteen years effort in developing and designing, and they believe they have a practical and handsome washer that will appeal to dealer and user.

It is stated that the machine is 98 per cent. steel and is equipped with a



New Thor Washer

ball-bearing swinging wringer of their own manufacture. The interior body is of galvanized steel or copper, with either wooden or copper cylinder as desired. The entire machine is enamelled in Thor gray. The new Thor 32 is a reversing cylinder type machine and will, it is claimed, wash ten sheets, which is 10 per cent. more than their No. 27 accommodates, though it takes up no more floor space than their No. 25. The company have a Toronto branch.

THE ARMSTRONG TABLE STOVE

The Standard Stamping Co., Huntington, W. Va., have brought out a new

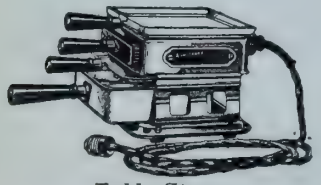


Table Stove

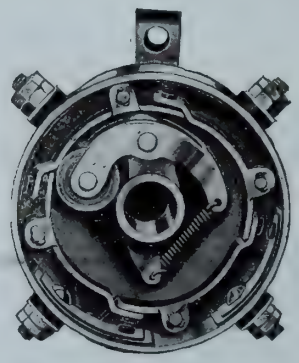
table stove which should especially appeal to people who wish to get breakfast or any other meal in a hurry. The aluminum cooking utensils include a deep boiling pan, four egg cups and rack, the toaster which browns both sides of the bread at once, griddle and waffle iron. Three things are cooked at once and the makers state that a typical breakfast menu of bacon, toast and eggs can be prepared in five to seven minutes on the stove.

The stove is nickelled steel and has a feature in the tilting connection plug which, it is said, never sticks, and slips on and off with an easy tilting motion.

THE DUPLEX TIMER

The Franco-British Supply Co., of Winnipeg, Man., are marketing a timer which the makers claim combines the accurate firing of the roller type and the superior contact of the magneto and gives user a double duty timer. The Duplex Timer consists of a case made of solid stamped, cold-rolled steel, eliminating internal condensation of moisture.

The only revolving part in the Duplex is a double row enclosed type roller which the makers claim has sufficient lubrication, avoiding the necessity



PATENT APPL'D. FOR.

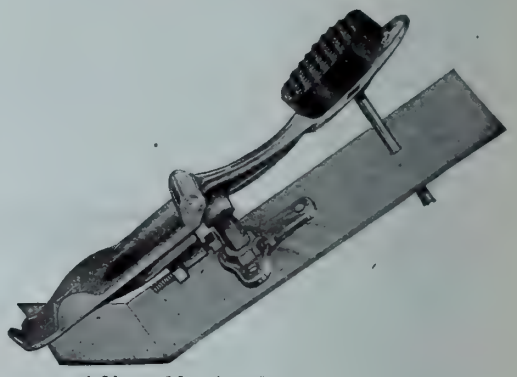
Duplex Timer

of oiling the timer, and it is further stated that motors fitted with it will accelerate instantly from high to low with a constant purr and can be throttled down so as to barely turn and yet run smoothly.

ADJUSTABLE ACCELERATOR PEDAL

The Williams Soft Pedal Co., of Cedar Rapids, Iowa, have put on the market a device which they claim eliminates leg strain on long drives, jerky acceleration, foot discomfort and spoiled shoes and prevents your driving foot from coming in contact with the heated accelerator.

The illustration shows how the pedal



Adjustable Accelerator Pedal

is constructed and it is adjusted for both men and women's heels. When not in use the rest folds out of the way or when it is desired to move floor boards.

It is stated to fit any car and be quickly and easily attached.

"DURO" ALUMINUMWARE

W. D. Shambrook & Co., Hamilton, are manufacturing a line of aluminumware under the name of "Duro." Among lines they have ready are a six-quart convex kettle and a six-quart convex saucepan; special features are stated to

"Duro" Aluminumware

be inset covers, and raised bottom centres to avoid burning and prevent warping. They are made of heavy material with outside highly polished and the insides have the X-ray finish.

The kettle has notched handle rest and rivets holding handles are not countersunk.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

MORE changes are made this week in hardware prices, and they are almost all in an upward direction. Among the lines bearing a higher price are stovepipes and stovepipe elbows and there seems to be a decided shortage of material to make them and they are likely to be very scarce this fall. Higher prices are noted on churns and ash-sifters. Different grades of lubricating oils have also been marked upward. Advances on roofing and building papers, on coal tar and pitch and creosote oil are reported. Horse shoe nails, fibre chair seats, some lines of English table cutlery and some makes of paint brushes are also affected.

Business, although a little slacker, is said to be good; fall lines are moving out well and seasonable lines are having a ready sale.

No improvement is felt in the supply of iron and steel products in heavy lines, and stocks of these commodities are very low everywhere. Nails and wire goods are still scarce and the effect of improved transportation conditions, if any, has not been felt.

Stoves and ranges are reported to be very scarce and makers are being hard put to find sufficient to put on floors for Exhibition purposes.

Collections are coming in well.

TORONTO MARKETS

TORONTO, Aug. 26.—Indications are this week that business is a little quieter generally though most jobbers and manufacturers state they have all they can very well handle. Goods for fall trading are moving out well and the demand for seasonable lines is fair.

Prices on the whole are firm with several increases. Among the lines advanced are hand churns, sheathings and tarred felts and roofing cements and coal-tar. Higher prices go into effect on different grades of lubricating oils. Stove pipes and stove-pipe elbows have also been increased in price and are likely to be hard to get. Fibre chair seats are higher in price.

New lists for harvest tools for next season show no increase in prices with the exception of scythes which are advanced.

Trading in ingot metals is fair with weaker tendencies, but prices unchanged. The shortage in iron and steel goods, in sheets and plates, pipe, bar iron and steel still continues. Wire nails are still scarce, as are also fence wire and wire products.

Prospects for fall seem good and collections are coming in well.

New Prices Out on Hand Churns

Toronto.

CHURNS. — Following the increased cost of raw materials and especially that of lumber the following new prices go into effect on Beatty Bros. Hand Churns:

No 0, $12.00; No. 1, $12.00; No. 2, $13.00; No. 3, $14.00; No. 4, $16.00; No. 5, $19.00.

Wrought Pipe Very Scarce and Hard to Get

Toronto.

WROUGHT PIPE. — The situation in regard to wrought iron pipe, both black and galvanized, is getting worse every week. Insufficient supplies to meet even a normal demand are coming to hand and jobbers and dealers profess an inability to see any relief in sight.

Unless the unforeseen happens it looks as if the markets will be swept bare within a very few weeks. Certain sizes are almost impossible to obtain and large mills are said to be shut down on account of the shortage of skelp and supplies.

List No. 46 is still the latest and quotations are as follows:

Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Wrought Iron Galv.
1/8	$ 6.50	$ 8.50	$.....	$.....
1/4	5.31	7.41	5.91	8.01
3/8	5.31	7.41	5.91	8.01
1/2	7.10	8 63	7.95	9.48
3/4	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1 1/4	17.60	21.74	19.90	24.01
1 1/2	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2 1/2	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3 1/2	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Wrought Iron Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2 1/2	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3 1/2	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4 1/2	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2 66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4 39	4.39	5.21

Rope and Twines; Demands Lessened

Toronto.

ROPE AND TWINE. — The demand for rope has fallen off somewhat but prices are firm and unchanged.

There has been an especially active demand for binder twine noticed late this season, though it is now nearly over. At the beginning of the year the farmers' organizations placed orders direct with the twine manufacturers for their estimated requirements, causing many hardware merchants to cancel or reduce their orders. Later on many farmers, finding their supplies insufficient and failing to obtain any more from their clubs, were obliged to fall back on the local dealers, hence the recent exceptional demand.

Prices are as per current market quotation pages.

Dearth of Sheets Cause for Anxiety

Toronto.

BLACK AND GALVANIZED SHEETS. — The efforts to even partly fill orders for these is causing great concern to dealers. Manufacturers it is stated are six months and more behind with orders and jobbers fortunate enough to secure a few cases have goods sold before they arrive at their destination in many instances.

Shipments are expected to arrive shortly from England. Whether they will be sufficient to ease the situation remains to be seen.

The statement that there are no box cars to carry supplies is characterized as absurd.

Jobbers have to scour the markets to obtain small quantities and under the circumstances prices are but nominal.

BLACK SHEETS

14 gauge	$11 35
16 gauge	11 50
18-20 gauge	11 80
22-24 gauge	11 85
26 gauge	11 90
28 gauge	12 00
3-16 inch plate	....
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$12 50	$12 00	$13 25
U.S. 28	11 45	12 70	11 45	12 85
U.S. 26	11 15	12 40	11 15	12 55
22 and 24	11 00	12 25	11 00	12 40
18 and 20	10 70	11 95	10 70	12 10
16	10 70	11 95	10 70	12 10
12 and 14	10 55	11 20	10 55	11 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Supplies Still Short of Bar Iron and Steel

Toronto.

BAR IRON AND STEEL. — The shortage of bar iron and steel continues with absolutely no sign of improvement. Mill after mill in the Pittsburg district is said to be closed down on account of inadequate supplies of raw material. No advance has been made in prices although it is understood that higher prices may have to be paid in certain cases in order to secure supplies.

Nominal prices are as below:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and lighter	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 00
Spring steel	12 75
Mining drill steel	31 95
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Good Demand Shown for Asbestos Products

Toronto.

ASBESTOS PRODUCTS.—A good demand is reported for asbestos pipe and boiler coverings. No shortage is felt on these goods, though as regards asbestos sheathing supplies are more limited. Asbestos roofings and asbestos shingles are said to be very scarce and prices on these are quoted on application.

No change has been made on sheet packing or gaskets.

Higher Prices on Tarred and Dry Papers

Toronto.

TARRED AND DRY FIBRES. — Higher prices are asked on building papers both dry and tarred. These advances approximate from 10 to 20 per cent. and new prices are as follows:

Dry Fibre No. 1, $1.85 per 400 ft. roll; No. 2, $1.50; Stag Sheathing $1.55 per 400 ft. roll.

Prices on Tarred Felt Raised Slightly

Toronto.

TARRED FELT. — A small advance of 35 cents per 100 pounds has been made on 7, 10, and 16 oz. tarred felts, and these are now quoted at $6.05 per hundred pounds.

Straw and Spruce Sheathings Higher

Toronto.

SHEATHINGS. — An advance of 30 cents per hundred has been made on both dry and tarred straw sheathing and both are quoted now at $8.05 per cwt.

Spence Sheathing has been advanced approximately ten per cent. and is now selling at $11.75 per cwt.

Increased Prices on Ready Roofings

Toronto.

ROOFINGS. — Higher prices are in effect on some lines of ready roofings and the following are latest quotations on these brands:

	1 ply	2 ply	3 ply
Everlastic	$2.30	$2.85	$3.35
Panamoid	2.15	2.65	3.10
Red Star		2.38	2.80

Approximate 10% Advance on Coal Tar and Pitch

Toronto.

COAL TAR AND PITCH.—An advance of about 10 per cent. has been added to cost of coal tar and coal tar pitch which are now selling as follows:

Coal tar, crude, per bbl., $9.25; refined, $10.50; Coal Tar Pitch, per cwt., $1.50.

Higher Prices on Roofing Cement

Toronto.

ROOFING CEMENT. — Advanced prices are given on Everlastic Roofing Cement which is quoted as follows:

Per bbl., 70c. per gal.; half bbls., 75c. per gal.; 5 and 10 gal. cans, 85c. per gal.; 1 gal. cans, $10.50 per dozen.

New Prices on Brockville Lawn Mowers

Toronto.

LAWN MOWERS. — The Brockville make of lawn mowers have been further revised in price, and the following are the new net prices for these lines:

Whippet, 3 blades—12 in., $7.65; 14 in., $8.35; 16 in., $8.95.

Model K, 3 blades—8 in., $8.90; 10 in., $9.30; 12 in., $9.50; 14 in., $10.10; 16 in., $10.50.

Model K, 4 blades—8 in., $9.30; 10 in., $9.70; 12 in., $10.10; 14 in., $10.50; 16 in., $10.90; 18 in., $11.65.

Model K, 5 blades—8 in., $9.70; 10 in., $10.10; 12 in., $10.50; 14 in., $10.90; 16 in., $11.65; 18 in., $12.00.

Model C, 4 blades—12 in., $10.50; 14 in., $11.05; 16 in., $11.60; 18 in., $12.05; 20 in., $13.10.

Model C, 5 blades—12 in., $10.90; 14 in., $11.40; 16 in., $11.95; 18 in., $12.40; 20 in., $13.45.

Bluebird, 4 blades—12 in., $12.25; 14 in., $12.85; 16 in., $13.45; 18 in., $14.10; 20 in., $14.45.

Bluebird, 5 blades—12 in., $12.90; 14 in., $13.50; 16 in., $14.10; 18 in., $14.70; 20 in., $15.25.

Pipe Fittings Are Firm and Scarce

Toronto.

PIPE FITTINGS. — Prices on pipe fittings are holding firm and like pipe there is a growing scarcity, especially among certain kinds and sizes. The demand has been fairly heavy and a big call has been noticed on pipe and fittings in rural districts for well work and water installation.

Supplies are coming to hand only slowly.

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅛-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2 in.	8%
Do., 2½-in. and larger	5%
Nipples, up to 4-in.	50%
Do., 4½-in. and larger	40%
Do., running thread, 4-in. and under.	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Higher Quotations on Machine and Black Oil

Toronto.

MACHINE AND BLACK OILS. — Higher prices are in effect on machine oil, regular grade which is now 64 cents less 15 per cent.

Black oil is also marked higher and new prices are for summer grade 32½ cents, and winter grade 33 cents less 15 per cent. in both cases.

Steam Cylinder, Tractor, Gas Engine Oils Advance

Toronto.

CYLINDER OILS.—There has been an advance in prices of cylinder oils of various kinds and following are latest quotations on these brands: Imperial Kerosene Tractor, $1.45 per gal.; Imperial Gas Engine Oil, 65c. per gal.; Capitol Cylinder (steam), $1.00½ per gal.; Paraffine Oil, 45c per gal. List less 15 per cent.

Revision on Prices of Polarine Oil

Toronto.

POLARINE. — Prices of Polarine oil have been revised upwards, and following is latest quotation on this line of

cylinder oil; barrel basis: Polarine, heavy, medium, and A grades, $1.45, list less 25 per cent.

Next Season's Harvest Tools Unchanged

Toronto.

HARVEST TOOLS. — The lists on harvest tools for the season of 1921 are out, and show practically no change in prices over the present season with the exception of scythes which are advanced $2.75 per dozen net.

New Prices on Stove Pipe Elbows

Toronto.

STOVE PIPE ELBOWS. — New prices are quoted on stove pipe elbows and show an advance of about 15 per cent. The following are new quotations: Heavy, black, 6 in., $3.95 per dozen; 7 in., $4.40 per dozen; light, black, 6 in., $3.20 per dozen; 7 in., $3.50 per dozen; galvanized, 7 in., $7.30 per dozen.

Stove Pipes Advance Nearly Twenty Per Cent.

Toronto.

STOVE PIPES. — There is every probability of a scarcity of these goods for fall as there is a great and growing shortage of the raw material. Manufacturers have been unable to fill orders and stocks on hand are very low. Prices are approximately 20 per cent. higher, and are as follows: 6 in., $25 45 per 100; 7 in., $27.28 per 100.

Horse Shoe Nails Advanced 25c Per Box

Toronto.

HORSE SHOE NAILS. — There has been an increase of 25 cents per 25 lb. box on horse shoe nails, and the new base price is $4.50 per 25 lb. box.

Tarred and Dry Sheathings Revised Upwards

Toronto.

TARPAPERS.—There has been an upward revision on tarred and dry building papers, and the following are new prices: Tarred fibres No. 1, $1 95 per roll of 400 sq. ft.; No. 2, $1.70; Surprise sheeting, $1.55 per roll of 400 sq. ft.

Waste Prices Firm; New Cotton Crop Large

Toronto.

WASTE. — Business in cotton waste has been fair with a falling off noticed lately and a tendency on the part of buyers to hold off in the expectation of lower markets. The cotton crop is reported to be much larger than was at first thought, but it is impossible to foretell what may happen if manipulators get control. Prices are unchanged and are as follows:

WASTE	
Cream, Polishing	0 28
WHITE	
XXX	0 23
XX	0 21½
X	0 20
XC	0 18½
Japanese	0 17
XXX	0 24
XX, grad.	0 22½
XLCR	0 21
X Empire	0 19½
X Press	0 17½
X Special	0 15½
COLORED	
No. 1	0 18
No. 7	0 16
No. 1A	0 14½
No. 1B	0 12½
Fancy	0 19
Lion	0 17
Standard	0 15
Popular	0 13
Keen	0 11

Above lines subject to trade discount for quantity.

Screwdrivers Advance Approximately 15%

Toronto.

SCREWDRIVERS.—There has been an advance in price of approximately fifteen per cent. on all makes of Bridgeport line of screwdrivers.

Prices Increased on Fibre Chair Seats

Toronto.

FIBRE CHAIR SETS.—An advance of approximately 20 to 25 per cent. has been made in the price of fibre chair seats.

Gasoline and Coal Oil Firm and Unchanged

Toronto.

GASOLINE AND COAL OIL.—The demand for both coal oil and gasoline is reported as being exceptionally strong and though no change in prices has taken place, Hardware and Metal is given to understand that there is every likelihood of an increase in prices before very long. Other oils, cylinder, machine, black oil, paraffine, etc., have all advanced in price since a change has been made in gasoline or coal oil and the price of crude oil and the costs of production keep steadily climbing.

Higher Prices on Tin and Graniteware

Toronto.

TINWARE AND ENAMELWARE.—It is understood that an increase in the price of enamel and tinware has gone into effect, but the new discounts are not available at the time of going to press.

New List Out on Tinners' and Coopers' Rivets

Toronto.

TINNERS' AND COOPERS' RIVETS. —New lists on black iron rivets were issued last week and reproduced in issue of Aug. 21st. The following part of it was unavoidably crowded out:

TINNERS' AND COOPERS' RIVETS

List effective August 9, 1920

Size	List Price per Thousand in Packages Black	Size	List Price per Pound in Bulk—200 Pound Kegs Black: Flat Head Not Pointed	Black: Counter-Sunk Head and Pointed
8 oz.	.32	8 oz.	.52	.56
10 "	.36	10 "	.49	.53
12 "	.41	12 "	.46	.50
14 "	.45	14 "	.43	.47
1 lb.	.48	1 lb.	.40	.44
1¼ "	.54	1¼ "	.35	.39
1½ "	.62	1½ "	.33	.37
1¾ "	.67	1¾ "	.30	.34
2 "	.72	2 "	.28	.32
2½ "	.83	2½ "	.25	.29
3 "	.96	3 "	.24	.28
3½ "	1.09	3½ "	.23	.27
4 "	1.20	4 "	.22	.26
5 "	1.30	5 "	.21	.25
6 "	1.50	6 "	.20	.24
7 "	1.75	7 "	.20	.24
8 " (1d)	2.00	8 "	.20	.24
9 "	2.20	9 "	.19	.23
10 "	2.40	10 "	.19	.23
12 " (2d)	2.64	12 "	.17	.21
14 " (3d)	3.08	14 "	.17	.21
16 " (4d)	3.52	16 "	.17	.21
18 " (5d)	3.78	18 "	.16	.20
20 " (6d)	4.20	20 "	.16	.20

The following **Extras** are a part of the Tinners' and Coopers' Rivet list:

100 Pound Kegs .....add 1c. to list
50 Pound Boxes .....add 3c. to list
25 Pound Boxes .....add 4c. to list
5 or 10 Pound Packages .....add 8c. to list

Extra for Metallic Tinning or Wash Tinning quoted on application.

Lead and Zinc Products Unchanged

Toronto.

LEAD AND ZINC PRODUCTS. — There is a slight improvement reported in the lead market and though the demand for these products is not heavy jobbers are well satisfied with amount of business being done.

Prices are firm and seem to point to a continuance of present quotations.

The quotations on these lines are:

Lead pipe, list, per lb.	0 17
Lead waste pipe, list, per lb.	0 18

Do., over 8 in., list, per lb.	....	0 19
Lead traps and bends	....	add 30%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	....	0 13
Cut sheets ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.	....	0 43
Solder, strictly, lb.	....	0 35
Solder, commercial, lb.	....	0 33
Solder, guaranteed, lb.	....	0 38
Solder, wiping, lb.	....	0 33
Zinc sheets, per lb.	....	0 19

Little Trading Reported in Waste Materials

Toronto.

WASTE MATERIALS. — But little trading is reported in the waste market this week. Scrap iron is said to be in fair demand and prices are firm. Other metals are mostly dull with prices unchanged. Quotations are as follows:

WASTE MATERIAL

No. 2 busheling	....	$13 00
Stove plate, per ton	....	32 00
Yellow brass	....	0 10
Red brass	....	0 15¾
No. 1 machinery cast	....	33 00
Heavy melting steel	....	15 00
Heavy copper	....	0 17
Scrap zinc	....	0 06
Light brass	....	0 08
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes	....	0 06
Overseas lumbermen's rubber boots	..	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 02½
Heavy lead pipe	....	0 05¾
Tea lead	....	0 03

Ingot Metals Quieter With Prices Unchanged

Toronto.

INGOT METALS. — Business in the metal market has been a little quieter this week with no special features. Prices appear firm and are unchanged.

TIN.—Declines have been noticed in outside markets in tin but trading is stagnant and local prices are quoted at 58 cents per pound.

COPPER. — The demand for this metal has been light though it is said to be wanted abroad in large quantities. Markets here are dull and prices for casting copper remain at 24 cents.

ANTIMONY. — This is said to be unchanged and markets are quiet. Price 10 cents per pound.

SPELTER.—This continues firm at 10¾ cents and there is said to be no shortage.

LEAD.—A slight improvement is reported in lead and at the same time a slackening of demand. Local basis is 10 cents per pound.

ALUMINUM. — Prices of aluminum are reported higher on American markets but local quotations remain round 37 to 39 cents.

LONDON MARKETS

LONDON, Aug. 25.—Business here has been reported as excellent during the past week. In addition to the regular good trading London merchants enjoyed a lot of extra business on account of "Dollar Day," which was featured here on Thursday. All stores report increased sales.

Prices continue to be very firm and advances are noted on some lines. Nails are still short in some sizes. Higher prices are quoted on English table cutlery, and on Pyrex-ware, also on apple parers, molasses gates, chisel handles. Building papers and roofings have also been revised upwards and increases made in coal tar and roofing pitch. Certain lines of paint brushes are higher.

Shot guns and ammunition are having a good demand. Shipments of goods are only arriving slowly from factories.

Collections are good.

A Further Decline in Linseed Oil

London, Ont.

LINSEED OIL.—There have been further reductions on quotations of linseed oil and present prices are about twelve cents a gallon less than last week.

Today's prices are as follows:

	Raw	Boiled
1 to 2 bbls.	$2.00	$2.03 per gal.
3 to 5 bbls.	1.99	2.02 per gal.
6 to 9 bbls.	1.97	2.00 per gal.

Less bbls. add 15 cents gal.

Turpentine Quoted Two Cents Less This Week

London, Ont.

TURPENTINE.—The latest quotations on turpentine show a decline of 5 cents per gallon from last week. The demand is normal. Prices are:

1 bbl. lots	$2.60 per gal.
2 to 4 bbls.	2.59 per gal.
5 gal. lots	2.75 per gal.

Nail Sales Good But Shortage Continues

London, Ont.

NAILS.—A good demand is reported for nails, but the shortage in some sizes has not improved and a difficulty is experienced in filling orders. Prices continue firm and are as follows:

Wire, $6.25 base; cut, $7.50.

Seasonable Demand For White Lead; No Change

London, Ont.

WHITE LEAD IN OIL.—There is a good seasonable demand for this product reported and quotations hold firm without change. Prices: Ton lots—pure, $20.45; Elephant Brand, $20.95; less than tons—pure, $20.80 per 100 lbs.; Elephant Brand, $21.30 per 100 lbs.

Fall Sorting of Window Glass Goods

London, Ont.

WINDOW GLASS.—Reports indicate that window glass is moving well and that the Fall sorting orders are good. No change has occurred in prices which remain at 15 per cent. off list in single and double diamond, and 40 per cent. off for cut lights.

Putty Prices Firm and Demand Good

London, Ont.

PUTTY.—There has been a good demand for putty for the season of the year and prices appear to be firm.

Present quotations are:

Standard in 100 lb. drums, $8.30 per 100 lbs.; standard in 25 lb. irons, $8.55 per 100 lbs.; pure, in 100 lb. drums, $10.80 per 100 lbs.; pure, in 25 lb. irons, $11.05 per 100 lbs.

Still Selling Harvest Sizes in Rope

London, Ont.

ROPE.—There is still reported to be a good demand for heaviest sizes in rope and in binder twine. Prices are unchanged and are as follows:

Pure Manila, 35½c per lb.; Beaver Manila, 28c per lb.; New Zealand hemp, 28c lb.; Sisal, 22½c lb.

Good Demand Experienced For Lanterns

London, Ont.

LANTERNS.—These are said to be selling well at present and good shipments have been made for Fall.

Present prices on cold blast, either short or long patterns, is $15.00 per dozen.

Lantern Globes Are Selling Well

London, Ont.

LANTERN GLOBES.—The demand is good at present for lantern globes and long and squat patterns sell as follows: 1 doz. to case, $1.20 doz.; 3 doz. to case, $1.15 doz.; 6 doz. to case, $1.10 doz.

Sale of Lamp Chimneys Helped by Coming of Fall

London, Ont.

LAMP CHIMNEYS.—With the approach of Fall and the long evenings, interest is stimulated in the sale of lamp chimneys as well as lanterns and present prices are as follows:

Size 0, $9.00 per case of 6 dozen; A, $11.00 per case of 8 doz.; B, $9.65 per case of 6 doz.

Imports of English Cutlery Said to be Arriving

London, Ont.

ENGLISH CUTLERY.—Supplies of English table cutlery and carving sets and pocket knives are said to be arriving more freely. The prices show an increase of from ten to twenty per

cent. over prices quoted earlier in the year.

Apple Parers Are Finding Ready Sale

London, Ont.

APPLE PARERS.—There has been a good sale for these machines and the prices are: Hudson, $20.00 doz.; Little Star, $15.00 doz.

Molasses Gates Advanced in Price

London, Ont.

MOLASSES GATES.—Owing to increases in raw material and cost of production there has been an increase in the price of molasses gates.

Latest prices: No. 1, $7.50 doz.; No. 2, $8.75 doz.; No. 3, $10.00 doz.; No. 4, $11.00 doz.

Pyrex Ovenware Advanced Considerably

London, Ont.

PYREX GLASSWARE.—New lists are out on this line of ovenware and discount quoted is still 30 per cent. New prices are approximately 20 per cent. higher than previously.

Higher Prices on Wyandotte Cleaner

London, Ont.

WYANDOTTE CLEANER. — New higher prices are quoted on this product and are as follows: in 5 lb. sacks, 50 to bbl., $20.75 per bbl.; single sacks, 43 cents each.

Advances Made on File and Chisel Handles

London, Ont.

CHISEL HANDLES.—This line has been short locally for some time and new stocks arriving are priced much higher than old prices. The following are quotations on some of the best sellers: No. 607, $3.25 doz.; No. 616, $2.15 doz.; No. 617, $2.35 doz.; No. 601, $1.45 doz.; No. 621, $1.35 doz.; No. 610, 95 cents doz.

File handles, No. 630, quoted at 60 cents doz.

Building Papers Again Advanced

London, Ont.

BUILDING PAPERS.—New prices are out on building papers, dry and tarred, and on tarred felts, carpet felt and spruce sheathing. The following are new quotations: Dry fibre, No. 1, $1.85 rod; dry fibre, No. 2, $1.50 rod; tarred fibre, No. 2, $1.70 rod; tarred felt, $6.05 100 lbs.; carpet felt, $9.00 100 lbs.; spruce sheathing, $11.75 per 100 lbs.

Higher Prices on Roofing Pitch and Tar

London, Ont.

COAL TAR AND ROOFING PITCH. —Both these have undergone a revision upwards in price and now sell as follows: Roofing pitch, $1.30 per 100 lbs.; coal tar, $9.00 per bbl.

Paint Brushes Revised Upwards

London, Ont.

PAINT BRUSHES.—Some lines of Meakins' paint brushes have advanced in price and new higher lists are quoted at 30 per cent. off.

Cow Chains and Stall Fixtures Higher

London, Ont.

COW CHAINS.—New prices are in effect on cow chains which are now quoted at list plus 25 per cent.

Stall fixtures of the hollow steel variety now sell at $2.25 per doz.

Ash Sifters Have Revised Prices

London, Ont.

ASH SIFTERS.—The scarcity of sheet metal and the high prices on lumber are responsible for new advanced prices on ash sifters. The common wood sided now sell at $3.75 doz.; the Banner at $3.65 each and the No. 1 rocker at $6.25.

Shot Gun Shells and Cartridges Move Well

London, Ont.

CARTRIDGES AND SHOT GUN SHELLS.—These are moving well and in spite of higher prices due to luxury tax and increased cost of production, the demand is brisk.

Dominion make is selling at 37½ per cent. off list and American ammunition at 27½ per cent. on list.

Roofing in Demand; Prices Firm; Stocks Low

London, Ont.

ROOFING AND ROOFING SHINGLES.—There is said to be a good demand at present for both ready roofing and for roofing shingles. The prices rule very firm and stocks at present are low.

Good Sales For Builders' Hardware

London, Ont.

BUILDERS' HARDWARE. — Good sales are reported for builders' hardware and prices continue firm, with indications of remaining so.

WINNIPEG MARKETS

WINNIPEG, Aug. 25—Prices on hardware commodities for the most part have remained firm for the past week with a tendency for higher prices. Many lines of builders' hardware are quoted higher this week, also lawn mowers have been advanced in price. Horse muzzles are quoted at a lower price. All lines of building paper have been revised upwards in price. Iron jack chain is again advanced in price. The base price on cut nails has been changed this week and is higher. The base on cut nails to-day is $8.15. Other lines quoted higher in price this week are: Gimlet bits, revolving punches, belt punches, Todd nippers, glaziers' points, shaft couplings, sleigh and axle clips, tap soles, picture cord, some lines of axe handles, window brushes, Snap hand cleaner, garbage cans, some lines of sheet iron ware, carvers and table knives and forks, Swift lubricators and a few lines of auto accessories. Collections are coming in more promptly and in view of the prospective good crops a good fall trade is expected.

Lawn Mowers Advance 50 Per Cent.

Winnipeg.

LAWN MOWERS.—Owing to the shortage of raw material and the increased cost of labor, it has been necessary to advance the price of lawn mowers approximately 50 per cent. The following are the prices quoted this week on three lines:

Daisy—12 in., $8 each; 14 in., $8.75; 16 in., $9.50.

Woodyatt—12 in., $11.25 each; 14 in., $12; 16 in., $12.75; 18 in., $13.50; 20 in., $14.25.

Empress—14 in., $14.25 each; 16 in., $15; 18 in., $15.50; 20 in., $16.

More Money Charged for Leather Belt Punches

Winnipeg.

BELT PUNCHES.—Approximately a 10 per cent. advance has been made in the price of belt punches. Following are the prices quoted: Revolving punches—No. 4, $22 per dozen; No. 6, $24 per dozen. Belt punches, No. 20—1 to 5, $3; 6, $3; 7, $3.60; 8, $3.60; 9, $3.60; 10, $5; 11, $5; 12, $5.

Sheet Scarcity; Improvement Not Expected

Winnipeg.

SHEETS AND PLATES.—It is intimated on all sides that there will be a scarcity of steel plate and sheets this fall. There seems to be no hope expressed by the manufacturers whatever for any improvement in the near future. In order to obtain supplies at the present time it is necessary to scour the market. Prices quoted to-day are liable to be changed in two or three days. Orders are only accepted subject to prices ruling on date of shipment.

Black Sheets—10 gauge, $10; 12 gauge, $10; 14 gauge, $10; 16 gauge, $10.35; 18-20 gauge, $10.70; 22-24 gauge, $10.45; 26 gauge, $10.50; 28 in.,

$10.50.

Galvanized Sheets—10¾ gauge, $13.75; 28 gauge, $13.35; 26 gauge, $12.80; 24 gauge, $12.65; 22 gauge, $12.65; 20 gauge, $12.50; 18 gauge, $12.50; 16 gauge, $12.35.

Todd Nippers Have a Ten Per Cent. Advance

Winnipeg.

TODD NIPPERS.—Approximately a 10 per cent. advance has been made in the price of Todd nippers and they are quoted as follows: No. 1, $3.75 each; No. 3, $3.20 each.

Many Lines of Builders' Hardware Up

Winnipeg.

BUILDERS' HARDWARE.—An advance of approximately ten per cent. has been made in various lines of builders' hardware. No change has taken place on the common lines of locks, lock sets. etc., but on those lines requiring brass or bronze in their manufacture it has been found necessary to increase the price about 10 per cent.

Brass Butt Hinges Revised Upwards

Winnipeg.

BRASS BUTTS.—It is expected that before long all lines of brass goods will have higher prices. There seems to be a shortage of raw material, and if conditions do not change advances are sure to come. The following are prices quoted: Brass butts—narrow, middle, broad and desk, 50 per cent. advance on the list.

Cut Nails Scarce; Price Advanced

Winnipeg.

CUT NAILS.—Like all other lines manufactured from iron and steel cut nails are scarce, due to the manufacturers being unable to procure raw material, and the situation does not seem to be improving very much. The following base price is quoted this week: cut nails, $8.15.

Price on Shaft Couplings Revised Upwards

Winnipeg.

SHAFT COUPLINGS. — Owing to shortage of raw material and increased cost of labor the price on this line has been advanced. The following prices are quoted: No. 1045—No. 0½, $11; No. 2B, $12; No. 3½, $17.25; No. 4, $20; No. 5, $30. No. 1047—No. 0½, $7.00; No. 2B, $7.75; No. 3½, $12; No. 4, $14; No. 5, $20.50.

Ten Per Cent. Added to Axle Clips

Winnipeg.

AXLE CLIPS.—A revision has been made in the price of axle clips, sleigh clips and saddle clips, and all are advanced approximately 10 per cent. The following are the quoted prices. Axle clips:

5-16 x 2¾, $6; 3¼, $6.05; 3¾, $6.90; 4¼, $7.75; 4¾, $8.60; 5¼, $9.45; 6, $10.7. ⅜ x 4, $9.60; 4½, $10.90; 5, $12.20; 5½, $13.50; 6, $13.95; 6½, $1[illegible].90; 7, $17.40; 7½, $18.70.

Sleight Clips—5% off list.

Spring Clips—5% off list.

Saddle Clips—25% advance.

Building Papers and Felts Again Revised Upwards

Winnipeg.

BUILDING PAPER.—The paper situation is anything but good and shipments are not coming in as they should. The factories will not guarantee any time as to when they will fill orders. Raw material is scarce and costing the manufacturer more and prices are gradually going up. The following are today's quotations: Building paper, No. 1, $1.60; "Sunrise," $1.45; tarred sheathing, "Anchor," $1.75; "O.K.," $1.75; tarred felt, $6.25; carpet felt, 16-oz., $5.50; 20-oz., $7.

MONTREAL MARKETS

MONTREAL, August 26.—Several advances have taken place in hardware prices this week and other prices are firm.

Ready roofings and tarred felts are higher in price while coal tar and roofing cement have been advanced. Stove pipes and stove pipe elbows have a higher price. Horse shoe nails, ash-sifters and churns have been increased and new discounts have gone into effect on tin and enamelwares. A good business is reported and prospects for fall would be excellent if there was no difficulty experienced in getting the goods.

The shortage is extending from one line to another week by week and there is scarcely any article made from metal, particularly of iron and steel, that has not been affected. It is to be hoped that relief will come in supplies of raw and finished materials before very long or markets will be cleaned out.

Nails and wire products are very scarce. Pipe and black and galvanized sheets too are hard to get and difficulty in getting supplies is no small one.

Sheets and Plates Still Scarce

Montreal.

SHEETS AND PLATES.—The situation is still serious in this market and shortage of sheets and plates is very acute.

Prices are firm and high and there is nothing to indicate that there will be any easing of the situation for some time.

BLACK SHEETS—			
10 gauge	....	....	10 95
12 gauge	....	....	11 00
14 gauge	....	....	11 05
16 gauge	....	....	11 15
18-20 gauge	....	....	11 20
22-24 gauge	....	....	11 25
26 gauge	....	....	11 30
28 gauge	....	....	11 45
GALVANIZED SHEETS—			
U.S. Standard—			
10¾ gauge	....	....	13 00
28 gauge	....	....	12 60
26 gauge	....	....	11 25
22 to 24 gauge	....	....	12 05
20 gauge	....	....	12 05
18 gauge	....	....	12 05
16 gauge	....	....	10 75
English Standard—			
28 gauge		13 00	13 50
26 gauge		12 75	13 25
24 gauge		12 15	12 65
22 gauge		11 80	12 30
18 and 20 gauge		11 35	11 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Iron and Steel Bars no Easier

Montreal.

IRON AND STEEL.—Mills are not delivering much bar iron or steel, and as a matter of fact the situation is getting worse rather than improving. Jobbers state that they cannot obtain necessary stocks of staple sizes of iron and steel and the demands this fall, from all accounts, will be active. Prices are firm, though unchanged.

IRON AND STEEL

Iron finish machinery steel		$5 05
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		5 50
Tire steel		5 20
Toe calk steel, per 100 lbs.		5 90
Band steel		5 00
Harrow tooth steel		5 15
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 65
Refined iron, per 100 lbs.		5 65
Mild steel		5 00

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Advanced Prices Quoted on Churns

Montreal.

CHURNS.—New prices are issued on Beatty Bros. hand churns and following are new quotations:

No. 0, $12.00; No. 2, $13.00; No. 4, $16.00; No. 1, $12.00; No. 3, $14.00; No. 5, $19.00.

Scarcity Felt of Canada Plates

Montreal.

CANADA PLATES.—As reported previously the scarcity of these goods is very pronounced. There was some hope that the dearth of supplies would be relieved but there seems little prospect of this relief coming this Fall.

Those who have got their requirements are lucky and should make good use of them. Prices are only nominal and range round $13.25 per box of 60 sheets, regular grade.

Stove Pipes Scarce and Costing More

Montreal.

STOVE PIPES.—There has been an advance in the price of stove pipes and these lines are said to be very scarce and will be difficult to obtain this Fall unless supplies of raw material come in much better than they are at present and the outlook now is not very hopeful. Prices are: 6 in., $25.45 per 100; 7 in., $27.30 per 100.

Higher Prices on Stovepipe Elbows

Montreal.

STOVEPIPE ELBOWS.—New and higher prices are charged for these and like the stovepipes there is every indication that they are going to be hard to get.

Prices are: light, 6 in., $3.20 doz.; light, 7 in., $3.50 doz.; heavy, 6 in., $3.95 doz.; heavy, 7 in., $4.40 doz.; galvanized, 7 in., $7.30 doz.

Wrought Iron Pipe Scarce and Unchanged

Montreal.

IRON PIPE.—Some sizes of iron pipe are nearly impossible to obtain and there is a shortage in most sizes. The dearth of supplies is aggravated through the scarcity of skelp and no improvement in conditions is to be observed.

The following are market quotations:

Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
1/8	$ 6 50	$ 8 50	$.....	$.....
1/4	5 31	7 41	5 91	8 01
3/8	5 31	7 41	5 91	8 01
1/2	7 10	8 63	7 95	9 48
3/4	8 80	10 87	9 95	12 02
1	13 01	16 07	14 71	17 77
1 1/4	17 60	21 74	19 90	24 04
1 1/2	21 04	25 99	23 79	28 74
2	28 31	34 97	32 01	38 67
2 1/2	44 73	55 28	....	....
3	58 52	72 29	....	....
3 1/2	74 06	90 62	....	....
4	87 75	107 37	....	....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
2	$32 01	$ 38 67	$35 71	$42 37
2 1/2	48 26	58 79	54 11	64 64
3	63 11	76 88	70 76	84 53
3 1/2	75 90	92 46	85 10	101 66
4	89 93	107 55	100 83	120 45
4 1/2	1 05	1 29	1 30	1 54
5	1 22	1 50	1 52	1 80
6	1 58	1 95	1 97	2 33
7	2 06	2 53	2 53	3 01
8L	2 16	2 66	2 66	3 16
8	2 49	3 07	3 07	3 64
9	2 98	3 67	3 67	4 36
10L	2 77	3 41	3 41	4 05
10	3 56	4 39	4 39	5 21

Ingot Metal Market Quiet and Firm

Montreal.

INGOT METALS.—Very little change has taken place during the past week sales have been limited and prices remain unchanged.

TIN.—Little business has been done in tin and prices are round 56 to 57 cents per pound.

LEAD.—A little firmer tone has been observed in this, but the market generally was dull. Quotations on basis of 10¼ cents.

COPPER.—Local business was rather slow and outside markets are reported stagnant. Prices of electrolytic 24½ and for casting 24 cents.

ANTIMONY.—A little easier tone is noticed and what business was done was round 10 cents a pound.

ALUMINUM.—Higher prices are reported from outside markets, but locally this metal is quiet at 37 to 39 cents.

SPELTER.—A limited amount of business was done at 10¾ cents.

Higher Prices on Ready Roofings

Montreal.

ROOFINGS.—Prices on various grades of felt and rubber roofings have been advanced and the following are new prices on some well known lines.

Everlastic, 1 ply, $2.30 per roll; 2 ply, $2.85; 3 ply, $3.35.
Panamoid, 1 ply, $2.15 per roll; 2 ply, $2.65; 3 ply, $3.10.
Red Star, 2 ply, $2.33 per roll; 3 ply, $2.75.

Lubricating Oils Revised Prices

Montreal.

LUBRICATING OILS. — Higher prices are in effect this week on different kinds of lubricating oils and the following all have new prices: Black oil, winter, 33c per gal.; black oil, summer, 32½c per gal.; Imperial kerosene oil, $1.45 per gal.; Capitol cylinder, $1.00½ gal.; machine oil; regular, 64c gal.; Imperial gas engine cylinder, 65c.; paraffine, 45c gal.; Polarine (list less 25 per cent.) $1.45; barrel basis.

Scythes to Cost More Next Season

Montreal.

SCYTHES AND HARVEST TOOLS. —New prices are out for the season of 1921 for harvest tools and while these generally are unchanged, scythes are advanced about $2.75 per dozen.

Horse Shoe Nails Costing More

Montreal.

HORSE SHOE NAILS.—Increased costs have led to an upward revision of horse shoe nails and 25 lb. boxes are marked up 25 cents, making base price $4.50.

Painters' Tools Advance in Price

Montreal.

PAINTERS' TOOLS. — Increased prices are asked on different lines of painters' tools, including wheel knives and painters' rollers. Advances approximate ten per cent.

Roofing Cements Advance in Price

Montreal.

ROOFING CEMENT. — Increased prices are in effect on Everlastic roofing cement and the following are new quotations:

Bbl. lots 70c per gal.; ½ bbl. lots, 75c gal.; 5 and 10 gal. cans, 85c gal.; 1 gal. cans, (case of 12) $10.50.

PITTSBURGH MARKETS

PITTSBURGH, August 26.—Pig iron and coke still occupy the centre of the stage. Pig iron was going to advance because coke was so high. Now coke has declined slightly, with prospects of further declines, while pig iron has advanced sharply, with no proof that it will not advance indefinitely beyond the present level.

Car placements in the Connellsville coke region have continued good, this being due of course to the cars moving less slowly and thus making round trips more frequently. The total number of cars in the coke service rarely varies much. The increase in production, due entirely to better car supplies, is shown by the Connellsville Courier's reports of coke production in the Connellsville and Lower Connellsville region, which for three successive weeks have been as follows: 172,870 tons, 194,140 tons and 219,440 tons. Thus the last week reported upon shows an increase of 25,300 tons over the preceding week and an increase of 46,570 tons over the week before that, an increase of 27 per cent. in two weeks. The immediate influence upon the market has been small because the increase has been chiefly in the production by the furnace ovens, rather than in production by the merchant ovens, but it is going to come to the same thing in the long run, as if the steel interests make more coke in their own ovens they will seek less in the open market. In the past week spot furnace coke has been rather soft at $17.50 per net ton, f.o.b. ovens, while formerly and for many weeks it was $18.00 and $18.50, with a strong leaning towards the higher figure. "Off" coke has sold down to $16 or less.

Advancing Pig Iron

A curious caper was cut by valley foundry iron, for after being quotable at $46, valley, for several weeks, suddenly there were sales at $50. The sales were not heavy in point of tonnage, only a few thousand tons altogether, but they were in numerous lots, and in a few cases the deliveries ran to the end of the year, so that there is no question about the market being established at $50. The jump was a quick one, but from a long range view foundry pig iron has not had a particularly rapid advance, since three months ago it was $45, and six months ago it was $40. Bessemer and basic grades are probably going to be established at $50, but thus far not enough sales are on record to establish the fact. The last well established quotations were $47, valley, for Bessemer, and $46.50 for basic. There was a large sale of basic reported at $48.50, but the reported buyer has al-

ways required a limit of .03 per cent. on sulphur, and that is not standard iron. A furnaceman would be throwing money away if he could not get an extra for such sulphur in these times, hence the sale did not make a general market for basic.

An interesting commentary on the pig iron market situation is that wh.. foundry iron was $4 some of the furnaces were discussing whether the advance in freight rates on the raw materials, coke, ore and limestone, ought not to be passed on to the pig iron buyer. For valley furnaces the advances were computed to amount to between $1.50 and $1.75 per ton of pig iron. Now the furnaces have passed $4.00 to the consumer, and the consumer must pay the advanced freight on the pig iron as well. Even to a Pittsburgh consumer the advance on pig iron freight is about 60 cents, as all rates have gone up this week 40 per cent. and the old valle Pittsburgh rate was $1.40. On New England buyers the 40 per cent. advance will fall much more heavily. Thus the pig iron buyer has to pay his increased freight on pig iron, the furnaceman's increased freight on the raw materials assembled, and an advance in the price besides.

The pig iron advance is made the more remarkable because pig iron was already high relative to steel, yet steel shows a slight declining tendency and pig iron advances. In last report sales of sheet bars were recorded at $70, Pittsburgh, a decline in the market of $5. It has since developed that some of the sales there is now a possibility that the next were equal to $1 or $2 below $70, and sales will be at $65, as some of the mills are anxious to sell sheet bars and the demand has slackened off. Several sales of billets are reported from the east on the basis of $60, Pittsburgh, a price that was very difficult to do two or three weeks ago.

Market Anomalies

The general market, of course, is upside down. If coke really cost all the furnaces $17.50 ovens, $50 would be altogether too low for pig iron, for at 2,200 pounds coke consumption the cost of coke delivered to valley furnaces, with the new freight, would be about $22 per ton of pig iron made. With $50 pig iron billets at $60 would be altogether too low. With $60 billets bars and shapes would be too low, for they can be bought from large independent mills at little if any above $60 per net ton. If one started from the coke he could argue that prices ought to advance all along the line, but when one came to bars and shapes at $60 or thereabouts, by the independents, he would encounter the fact that the Steel Corporation, which produces between 40 and 45 per cent. of all the steel, has prices of $47 per net ton on bars and $49 on shapes. The corporation has had those prices since the Industrial Board adjustment of March 31, 1919. It is nearly a year since the independents began to expect that the corporation would advance its prices, but the corporation has not done so.

Transportation Improved

The steel interests as a whole complain almost as much as formerly about transportation conditions, but the fact is that almost every week there is a decided improvement. The complaint is due in most cases to the improvement not being as rapid as was expected. Several weeks ago the turning point occurred in the matter of accumulating steel at mill, the rate of accumulating decreasing, and in the past week or two the condition has been of the mills shipping as much steel as they were making. Some have shipped less and have added to their accumulation, while others have shipped more, thus moving some of the steel they had previously accumulated.

Ever since steel started to accumulate at mills the question has been discussed what effect there would be upon the market by the steel eventually being shipped, in addition to current production. There is a little weakening in prices, but it is hardly discernible. One reason for the market's remaining rather strong probably is that the shipments are far from uniform to different customers, since on account of embargoes and other influences the mills can ship much more freely to some customers than to others, and thus there are left many steel consumers who are still very short of steel.

PAINT MARKETS

(Continued from page 62.)

100 lb. drums	7.60 per 100 lbs.
25 lb. irons	7.85 per 100 lbs.
1 and 3 lb. tins	11.35 per 100 lbs.

No Change Reported in White Lead

Toronto.

WHITE LEAD IN OIL.—Present prices for white lead hold and are unchanged with indications at the moment of being stable.

Demand is not so great, but business has been good.

Present quotations will be found on market quotation pages.

TORONTO

Very Little Movement in Linseed Oil

Toronto.

LINSEED OIL. — There seems to be a waiting tendency on the part of dealers in regard to linseed oil and very little trading is reported this week. It will be some time before the new crop of seed is available and at present the situation is a trifle uncertain. Latest reports would make it appear that both American and Canadian crops have been rather over-estimated as to size. Last week's quotations generally hold and are as follows:

Linseed Oil—	
1 to 2 barrels, gal.	2 00
3 to 5 barrels, gal.	1 99
10 barrels and over, gal.	1 97
Boiled.	
1 to 2 barrels, gal.	2 03
3 to 5 barrels, gal.	2 02
10 barrels and over, gal.	2 00

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Turpentine Easier; Price Unchanged

Toronto.

TURPENTINE. — No change is reported this week in the price of turpentine, but the situation is regarded as somewhat easier. Stocks are a little heavier but the demand is barely normal. Present quotations are: 1 barrel lots, $2.60 per gallon; 2 to 4 barrel lots, $2.59 per gallon; less quantities, 5 gallon lots, $2.75.

STEEL MARKET LESS ACTIVE

"Due in part to the price uncertainties connected with the railroad freight advances effective next week and in part to the recession in the automobile and other industries, the steel market is less active," says the Iron Age. There have been further cancellations of steel by automobile makers, but the effect has been greater on sentiment than on steel mill operations.

Conflicting influences are at work and for the time the effort to forecast the effect of these on the new demand for steel in the remainder of the year has taken precedence over the movement of product out of the blockade at the mills.

What action the Steel Corporation will take as to prices for its product in view of the freight advances is widely discussed. A considerable volume of business for 1921 waits on the decision, which involves not only the effects of the advance of many million dollars in the cost of a year's output of the corporation but also the duration of the present condition of insufficient supply of steel.

The shipment of steel from mills is better on the whole and the situation is expected to work easier.

MAXWELL SAFETY LADDER STAY

The Maxwell Safety Ladder Stay Co., 101 West 43rd St., New York City, are marketing a device under the above name which they claim will eliminate ladder slipping and possible resulting injuries.

The ladder stay consists of a malleable rod with adjustable clamp which is fastened to bottom of ladder, and a rubber suction cup and steel point at bottom of rod; cup and point being interchangeable.

It is stated that the device can be used on any kind of ladder regardless of the condition of floors or sidewalks and that no matter at what angle the ladder is placed the rod holding the suction cup will always remain at an angle of 8 degrees, giving it a downward pressure and creating a vacuum that offsets the angle of the ladder.

Creating Export Markets

A few months ago a British firm of importers, located in London, England, asked us for names of packers of condensed milk in Canada. We sent them a copy of "Canadian Grocer" which contained the announcement of the name of a prominent company. They write, December 17th, as follows:

"You will be interested to know that as a result of our asking you some time ago for information for packers of condensed milk and referring us to ——— people, we were able to place orders with that firm within a few months to the extent of £72,000."

—An instance of the splendid service MacLean business papers are giving in introducing Canadian business firms to world-wide markets. This double approach to business means much to all firms who are interested not only in home markets, but also in whatever foreign markets can be developed.

MacLean business papers give an added service by constantly adding to their readers the names of foreign concerns in all important world-wide markets where Canadian goods can and will be sold. Publicity in these media gives the same effective service in the development of foreign sales that it does in Canada. We could tell you of many other instances where business papers have developed splendid markets where none were thought to exist.

What an opportunity for scientific, intensive, wasteless and immensely productive advertising—and what amazing results are being reaped by those who know how to grasp it. Give us an opportunity to show you how MacLean business papers can develop foreign trade in addition to building up your Canadian business.

The MacLean Publishing Company, Limited

Publishers of the following specialized trade newspapers:

WEEKLY

Hardware and Metal
Canadian Grocer
Canadian Machinery
Druggists' Weekly

BI-WEEKLY

Sanitary Engineer

MONTHLY

Men's Wear Review
Dry Goods Review
Bookseller and Stationer

143 University Ave. Toronto

Salesmanship in the Paint Department

Service That Sells—Few Hardware Dealers Get the Volume of Paint Sales to Which They Are Entitled—Some Other Lines Can Often be Sold to the Customer Who Visits the Paint Department —Catering to the Children's Trade—Moving Slow Sellers

Written for Hardware and Metal by F. A. Farrar

THE whole town needs hardware at one time or another; everyone in your neighborhood should visit your store, and yet, while this is the case, few hardware men get the volume of trade to which they are entitled.

Now what is the reason for this?

One reason is that the clerks are sometimes not really efficient salesmen.

When a customer comes in, do you greet him with a smile, a real "Hello," and "How are you to-day?" Do you meet him with optimism and good fellowship, or do you act as if you were insulted by his imposing on your time?

Do you really try to sell him paint or do you let him wait on himself? Do you show a real, live interest in this customer, or do you keep on discussing the political convention or the local ball game with a co-worker?

Practically everyone who comes into your store could be sold something, if proper sales effort was put forward, if the clerk applied real salesmanship instead of "just waiting on the trade."

I have sometimes been in a hardware store where the clerks were having a little party of their own, sometimes they excuse themselves from this friendly gab feast and come forward with hurry but lack of interest. Their mind was on the parties from which they had separated themselves and not on a sale. They had the "Hurry on, I want to get back to the big talk" attitude.

Now, when a man comes into your department and asks for varnish stain, you can not only sell him this, but you can sell him varnish or polish, or brushes, house paint or roof paint just as well. Don't stop at the first sale, and even if you don't sell him additional articles to-day, you can at least sow seeds that will flower in profits later on.

Don't conclude your first sale with a "Thank you," go right on to sell more. Whatever you do don't add the bromide "What else please," or "Will that be all?" We hear these on all sides and they are recognized by real salesmen as first-class sales killers.

Learn to meet your customers in a friendly way and make them feel at ease in your store. Don't just wait on them, be a real constructive help. Follow up a sales suggestion by talks on other articles a customer might need. Always send him on his way smiling, with an invitation to return, impressing your customers with the idea that you have a personal interest in their business.

Catering to the Kiddies:

There are discussions in many sections as to whether dealers should encourage parents to let their children do the trading. There isn't a hardware man anywhere who has not at one time or another been required to sell an article from a list furnished him by the little hands of children, and in many cases there is no list furnished, and the child simply attempts to get what he is sent for.

This is a real opportunity for the retailer. Try and find out what the goods are for and then send back the best possible material for the purpose. It may take a little more time, but sooner or later the parents will get to know yours as a store of real service.

One parent I know of said he was sending all his trade in hardware, paints and kindred line articles to a ceratin store because the boss always took time to send the best thing for the purpose. He never tried to cheat the children, always giving a little more than was expected.

You remember the old saying, tried but true, that a pleased customer was the best advertisement. It is

"Save the surface and you save all" *Paint & Varnish*

MOORE'S LINE

of Famous Salesmaking Paints and Varnishes

Moore's absolute guarantee of satisfaction makes selling easy. These popular paints and varnishes give the service they are guaranteed to give; that is why they sell.

A Moore Agency for Paints, Varnishes and Muresco means bigger and better profit, new customers and repeat orders.

The Moore Lines contain: "Impervo" Porch and Deck. Tile-Like, Mooramel, Auto Finish, "Muresco." "Impervo" Varnishes, Morelustre Enamel. Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain.

Ask About Our Agency Proposition

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto

"Save the surface and you save all" *Paint & Varnish*

just as true to-day as it was years ago. There are few things that equal the trade-making value of a satisfied customer, and there is no better trade killer than a dissatisfied one, for the one who is pleased will not only continue to purchase from you but he will influence others in your direction. A personal endorsement is all a friend needs, advertising will attract people to your store to your paint department, and competent salesmen, satisfactory goods and prices will make an additional sale, but the customer's good will is the very last answer and must be secured and **maintained** if your paint department is to be a success.

The Best Way to Use Agency Pictures

I see many hardware stores are making use of the news agency pictures in their windows, and I often see them pasted on the glass, which makes it too easy for the passerby, who is really a prospective customer, to glance at them or stop to study them carefully **without seeing the goods** in the window.

The real reason for this advertising is to attract attention to the window, which is the main object of the display. In order to get better results from this, why not, instead of pasting them on the glass, mount the pictures on cardboard and set them inside the window along with the display. Have the display surround them. You can also call attention to their position by a little sign in the window with a hand pointing to them. In this way goods will not be overlooked.

Moving Slow Sellers

One paint department head in a hardware store recently called upon complained that a certain grade of barn paint was not moving well. He had a good stock but few sales had resulted, and the salesman from whom he had purchased this material told him that the goods were well advertised, and there would surely be a demand for them. Whether that was true or not he followed a suggestion given that a good window display be made of the barn paint, letting the trade know that he had the goods in stock. This plan was carried out, and

in less than a week three-fourths of the barn paint stock had been sold, and another lot had been ordered.

There are no two ways about it, if you want to sell paint you must do your part. Advertising is perfectly willing to do its share, but unless you let the people know that you have the goods, that you are selling the line and have the goods on display, you cannot hope for quick turnovers.

Labelling "Combination" Leads and Zincs Defined by Association

The Educational Bureau of the Paint Manufacturers' Association has issued the following circular:

"At the annual meeting of the Paint Manufacturers' Association of the United States, held at Chicago in 1913, the following resolution offered by the Educational Bureau, with the approval of the Board of Directors, was unanimously adopted:

Resolved: That this Association strongly deprecates any form of mislabelling.

Resolved: That the terms, "Lead" or "White Lead" will be used by its members exclusively to designate the pure basic carbonate or basic sulphate of lead, or the two combinations; the terms "zinc," "zinc oxide," "oxide of zinc," "zinc white" only" to designate pure zinc oxide, and the term "linseed oil" only to designate pure linseed oil.

Resolved also: That the members of this Association will print upon their labels the net weight or measure of the contents of the package.

Explanation: The terms defining zinc oxide are to be used only on oxides containing 99 per cent. or more of pure zinc oxide. Where a zinc oxide is reduced by the addition of inert reinforcing pigments, if the term "zinc," "zinc white," etc., be used, it shall be followed by the word "compound" in type of the same size.

At a general conference of the industry held in Cleveland on April 28, 1908, the following declaration was also unanimously adopted:

Resolved: That whenever and wherever legislation on these matters is insisted upon it should be strictly confined to that which is honestly and intelligently directed towards the maintenance and upbuilding of the general paint trade and allied industries, by legislation insuring full weights and full measures, and prohibiting false or misleading descriptions.

"The result of these unequivocal declarations was that a number of members either withdrew their products referred to or changed the labels in conformity with the resolution.

"The Federal Trade Commission has already taken cognizance of this fact in certain specific instances, and, we have reason to believe, it collecting evidence on on a wide scale. Some intimation of this activity has been given from time to time in the Bulletin of the Regional Associations; but it appears that more sound and direct notice should be given at this time.

"Recognition has frequently been given by Government authorities to the paint manufacturing industry as exceptional, in that it has consistently endeavored to reform, of itself, such practices as are shown to be unfair or evil. This is a reputation worth maintaining. It is therefore respectfully suggested that, if you have not already done so, you take prompt measures to revise your "lead" and "zinc" schedules to conform to the following:

1. "White lead" on labels or in advertising, means only the basic carbonate or the basic sulphate of lead. If reduced or "reinforced" at all, the term should be modified or followed by the word "Compound," in letters as conspicuous as the main title. If the lead content be less than 50 per cent. of the whole, the word "Lead" should not be used at all on the label, except as a part of the complete formula printed thereon.

2. The same rule applies to colors in oil, etc.

3. "Zinc," "Zinc Oxide," "Zinc White," "White Zinc," etc., means only plain, unreduced zinc oxide, including perhaps, those grades containing under 5 per cent. of lead sulphate* (since these are permitted in existing state laws). If zincs having a higher lead content are used, the title should be followed or preceded by the word "Leaded." If in any way reduced or compounded, the title should be followed conspicuously by the word "Compound," and if less than 50 per cent. of zinc is used, the term "zinc" should not appear.

Compounds of zinc or of lead with other pigments exceeding 50 per cent. are properly designated as "Whites."

4. "French Zinc," "French White Zinc," "French Process Zinc," "White Seal," "Green Seal," "Red Seal," etc., all designate zinc oxide made by the French process, and are not permissible on the label of any oxide made by the American process. "Vieille

(Continued on page 66)

The Bristles can't come out. Every Boeckh Brush is fully guaranteed.

We Cordially Invite The Trade

to visit us at our exhibit at the Canadian National Exhibition, Toronto, August 28th to September 11th. We are located on the North aisle of the Industrial Building immediately next to the West Entrance.

This display includes the following lines: Steel Grip Rubber Set Painters' Brushes, Waxing Brushes, Banister Brushes, Carpet and Floor Brooms, Scrub and Stove Brushes, Cornice Dusters, Rubber Set Shaving Brushes, Toilet Brushes, and many others.

The Boeckh Company, Ltd.
Toronto, Canada
Established 1856

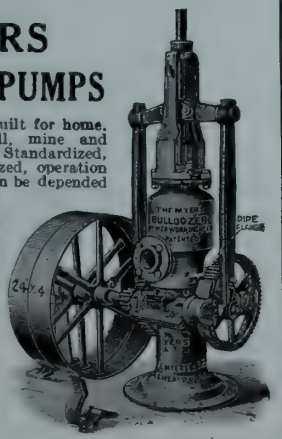
NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F.E. Myers & Bro.
ASHLAND OHIO



Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED
LONDON, CANADA

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

MONTREAL

MONTREAL, Aug. 26.—The paint market this week while a little quieter has been good for the season of the year and manufacturers regard the year's trading up to now as very satisfactory, and are optimistic with regard to the balance of the season.

Prices rule firm and little change of any account is looked upon as likely for some time to come. Turpentine and linseed oil are quieter, and smaller business is being trasacted. Glass supplies are reported to be below the average and indications are that there may be a shortage.

Some Lines Paint Brushes Higher

Montreal.

PAINT BRUSHES.—There has been an advance on certain lines of these goods. The shortage of bristle is one of the causes, as very little, if any, is coming from what used to be the largest source of supply, namely Russia and Poland and China has to supply the bulk of the world's trade.

Prices are understood to be ten to fifteen per cent. higher and discount is 30 per cent.

Linseed Oil Quiet and Firm

Montreal.

LINSEED OIL. — There is not much trading reported in linseed oil this week and prices are not regarded as being likely to change much until new flax crop is in.

	Imp. Gal.
Raw—	
1 to 4 barrels	1 85
3 to 4 barrels	....
Boiled—	
1 to 4 barrels	1 87½
3 to 4 barrels	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Turpentine Dull; Demand Small

Montreal.

TURPENTINE. — There seems to be a little easier tone in the turpentine market but prices are firm. Whether they will go any lower is a matter of conjecture.

Stocks on hand are fair but not excessive.

	Imp. Gal.
Turpentine—	
Single barrels	2 60
Small lots	2 70

(Packages extra.)

Putty Sales Seasonable; Prices Firm

Montreal.

PUTTY. — There has been a fair demand for putty and prices are unchanged. The scarcity of whiting has not been relieved and until that happens lower prices on putty seem unlikely.

New Prices on Liquid Creosote Oil

Montreal.

CREOSOTE OIL. — New prices are out on liquid creosote oil (carbosota) and are as follows: Bbls. 60c. per gal.; ½ bbls., 65c. per gal.; 5 and 10 gals, 75c. per gal.; 1 gal. cans, per doz., $9.50.

Glass for Fall May be Scarcer

Montreal.

GLASS. — At present the stocks on hand are fairly ample, but reports show that factories are having difficulty in getting raw materials and there may be a shortage in window glass this fall. It is doubtful if much glass will be imported from Belgium this year.

White Lead Prices Firm

Montreal.

WHITE LEAD IN OIL.—There seems to be no possibility of prices changing much on white lead for some little time. Demands are said to be seasonable and stocks fair. Prices are based on $20.35 in small lots and lower prices for larger quantities.

TORONTO

TORONTO, August 26th.—A little slackening of output is noticed in the paint market, although manufacturers say they are well satisfied with the amount of business done up to date.

Prices generally are holding firm with no immediate indication of any radical change.

Carbon roofing paints along with coal-tar have been increased in price and creosote oil has also been marked up.

Glass is unchanged and is likely to be scarcer.

Linseed oil and turpentine are unchanged from last week and very few inquiries are being made for same. It is thought likely that present prices for oil will hold for a few weeks and by that time the effect of the new crop of flax will be known to the market.

Advanced Prices For Carbon Paint

Toronto.

CARBON PAINT.—An advance has been made on Everjet Elastic carbon paint, which is now quoted as follows:

Per bbl.	$0.80 per gal.
Per half bbl.	0.85 per gal.
5 and 10 gal. cans	0.95 per gal.
1 gal. (cases of 12 gal.)	10.75 per gal.

Increased Price on Liquid Creosote Oil

Toronto.

CREOSOTE OIL.—A new higher price is given on "Carbosota" liquid creosote oil, which sells as follows:

Per bbl.	$0.60 per gal.
Half bbls.	0.65 per gal.
5 and 10 gal. cans	0.75 per gal.
Cases of 12 1 gal. cans	9.50 per gal.

No Change Reported in Glass Outlook

Toronto.

GLASS.—There is no indication at present that stocks will be more plentiful or prices any easier for fall. It is said that slightly lower prices have been quoted than current market quotations in some cases, but this is believed to be only a local flurry due to the slack season of the year and it is doubtful if it will continue.

Plate is said to be scarce and the auto industry is in the market for large quantities, although it is curtailing output of cars.

Litharge Prices Ruling Firm

Toronto.

LITHARGE.—Quotations on this product are ruling firm and are as follows:

In casks, $17.00 per 100 lbs.

Smaller quantities, 20 cents per lb.

Putty Demand Fair; Prices Unchanged

Toronto.

PUTTY.—There is a little falling off in the demand for putty. Prices are unchanged and supplies are normal.

Present prices of standard:

Bulk in bbls. .....$6.75 per 100 lbs.

Continued on page 56

The Luxeberry Painter Says:

"SPARE THE VARNISH, SPOIL THE FINISH. Homebuilders should give the same thought to the choice of varnish as to the selection of woods for the interior trim. The finest interiors of natural woods can easily be spoiled by the use of poor or unsuitable finishes. I use Berry Brothers' Varnishes, Enamels and Stains because they produce the highest possibilities in artistic wood finishing."

The "Berry" label is the only sales argument needed by most varnish buyers.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
Walkerville, Ontario

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

GLAZIERS' DIAMONDS Of All Descriptions

Our Popular
AMERICAN PATTERN
Used Everywhere

Quality—*The Best*

Established 100 Years

Write to us for Illustrated Catalogue of EVERY TOOL required for GLASS CUTTING or to our

Agents:
A. Ramsay & Son Co.
Montreal

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.

The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

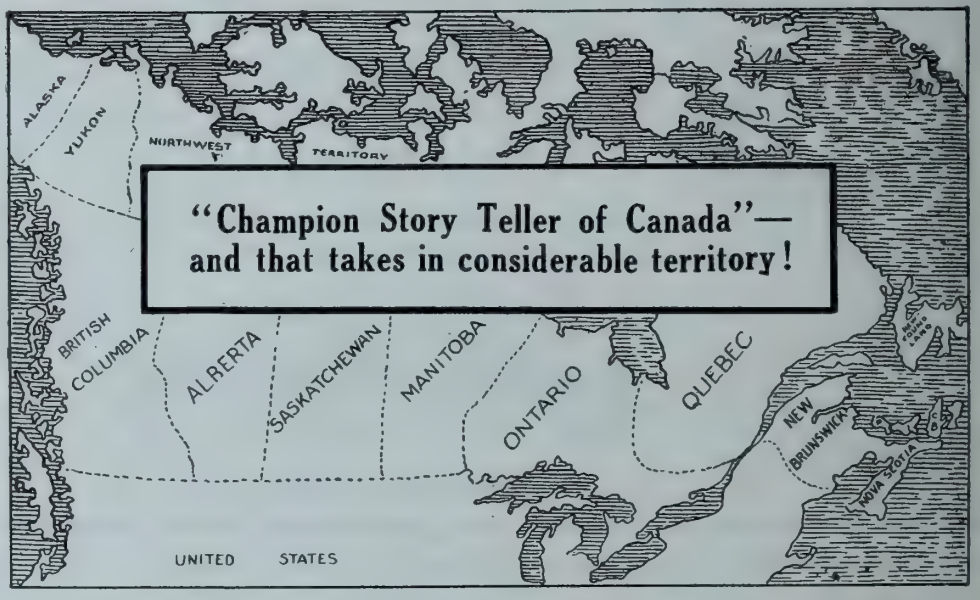
Trimont Mfg. Company
Roxbury (Boston) Mass., U.S.A.

If interested tear out this page and place with letters to be answered.

Certainly! He Invented the Glad Hand!

What's his official position? Well, no one exactly knows, but he's a sort of "good mixer" and general entertainer for the C.P.R., he travels nearly all the time, he knows almost everybody—and he's the Champion Story Teller of Canada!

Prominent visitors coming to Canada? All right! George Ham is on the job, travelling with them, smoothing their pathway, showing them the sights, telling them the best stories they ever heard—and making them think well of Canada, the C.P.R., and, incidentally, of Colonel George Ham.



He has always been known as a clever and witty speaker, and Canada's Prince of Story Tellers. George Ham now proves that he can write as entertainingly as he can talk. His reminiscences will run as a feature serial in MACLEAN'S MAGAZINE, and start in the big August 15th issue.

More Than That!

The Memoirs of Mrs. Asquith—Brilliant, daring, vital, and actually awaited with trepidation because of their possible disclosures—are now running in MACLEAN'S.

Also, in this big September 1st issue, are splendid stories by **Gilbert A. Chesterton, Pelham Grenville Wodehouse, Arthur Beverley Baxter, G. Appleby Terrill, Charles Liddle** and others —and in the Review of Reviews, articles by **Archibald Hurd, Count Von Bernstorff, George Ade, Frank A. Vanderlip, Mary Roberts Rinehart** and others.

The demand for copies of MACLEAN'S far exceeds the supply—but on account of the scarcity of paper we cannot increase the press run. So don't miss this big issue. Get your copy NOW!

Almost Half a Million Canadians Read

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

Ramsay's for Results

"The Right Paint to Paint Right"

The profits lie in continued sales. It's easy to make one-time sales. But collecting the multiplied effect of selling the right goods comes from the sale of Ramsay's Paints and Varnishes. The satisfied users come back to you for more and for other products, beside.

There is a Ramsay Product for every use—sell it to customers for the car, the garage, the house, inside and out, and many other purposes. Remember Agate Varnish Stains, made from the well-known Agate Floor Varnish, in eight beautiful shades, also natural.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes since 1842

MONTREAL

Toronto **Winnipeg** **Vancouver**

Distributors:

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W., Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

"Save the surface and you save all" Paint & Varnish

If interested tear out this page and place with letters to be answered.

How Hardwaremen Advertise Paints--No. 22

WHEN the crop has been harvested then is the time to appeal to the farmer. The crop outlook in all parts of the coutnry this year is very good the country this year is very good mood to consider the expenditure of some part of their goodly earnings on their farm properties. Under such circumstances an advertisement similar to this one by the Collingwood Hardware Co., Ltd., Collingwood, Ont., might be used to advantage. The ad. gets the attention of Mr. Farmer and then asks him to stop and consider the requirements of his house, barn or silo, as far as painting is concerned. The ad. points out that in many cases where paint is badly needed it will require a great deal more money to renew the woodwork unless paint is soon applied.

LABELLING "COMBINATION" LEADS AND ZINCS, ETC.

(Continued from page 60.)

Montagne" or "V. M." is permissible only on the products of that company, which have never been obtainable by the rank and file of American manufacturers.

The rule as to the use of the term "Compound," etc., applies here precisely as with white lead.

G. B. HECKEL, Secy.

*A preferable practice, even with these, would be to follow strictly the rule laid down by the Association, labeling them "Leaded Zinc Oxide."—G.B.H.

OIL FOR FUEL AND POWER

The use of fuel oil has grown so extensively during the past year that an overburden now rests upon it which will bring an inevitable train of industrial disasters, as the supply is wholly inadequate to sustain even the current demand.

NEW METHOD OF SWINDLING DEALERS

The newest thing in systematic theft, according to the police, was revealed by the arrest of Walter U. Burchard. The man, it was alleged, entered a paint store, picked up a can of varnish from a stand near the door, walked back with it to the proprietor's son, and told him that it was one of three cans that he and his brother had bought last week. He said he did not need it, and asked for the return of the money. The merchant's son gave him $4.30, the price of the can, the police said.

The deception was not discovered until Burchard was arrested on complaint of another merchant, on whom it was alleged he unsuccessfully tried to work the same game. Burchard had $500 when arrested.

MILLION DOLLAR CORPORATION WILL MAKE TURPS FROM STUMPS

Lake Charles, La.—The Acme Products Co. is building a million dollar turpentine plant at De Quincy, for the purpose of utilizing the great source of wealth in Louisiana. They have purchased 19,000 acres of cut-over pine land lying in Southern Beauregard Parish for $146,000.

Keen Effort Required on Part of Canadian Manufacturers

During the war Canada has established itself in a strong way in oils, paints and varnishes. The Canadian manufacturers now exporting and others seeking trade for the first time in these lines must remember that with anything like the normal production in the United Kingdom, real competition is in sight, and a keen effort on the part of Canadian manufacturers is required if we are to hold the big advantage already secured.

As Good As Sold

To be labeled Glidden is as good as sold.

On Varnish it means "Green Label Varnish," a finish that is *known and used* by painters from coast to coast.

On Jap-a-lac this name signifies a sure result for your customer and a sure profit for you.

On Paint it is rapidly winning this same high quality reputation. With the first announcement that *"Glidden now makes paint,"* the Glidden reputation for quality was immediately attached to this new product. It is this Glidden reputation that will bring the demand. Your paint order will be *as good as sold* when you open the case. Glidden quality will keep the orders coming.

Write for prices and interesting literature.

THE GLIDDEN COMPANY, LIMITED

Toronto, Ontario

***Branch office* and Warehouse at Montreal, Que.**

EVERYWHERE ON EVERYTHING

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	17 60
No. 3, doz...........	19 80
No. 4, doz...........	21 56
No. 5, doz...........	23 76
No. 6, doz...........	26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.

Standard Quality, 6½%, 10%.

Side Lace Leather, lb. $2.00.

Cut Lace Leather, lb., $2.40-$2.85.

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	13/16.....	$12.00
4/16.....	6.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.

Gilmour Auger Bits, net.

Gilmour Eye Augers, add 10%.

Irwin Auger Bits, list plus 20%.

Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 [illegible]
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel).....	9 00

F.O.B. Newmarket.

Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.

Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.

Machine Bolts, 7-16 in. dia. and larger, list plus 10%.

Sleigh Shoe Bolts, all sizes, list plus 10%.

Coach and Lag Screws, 15%.

Square Head Blank Bolts, list plus 10%.

Bolt Ends, list plus 10%.

Plow Bolts, 1, 2, 3, HEADS, net list.

Plow Bolts, others, list plus 20%.

Elevator Bolts, large heaad, list plus 10%.

Elevator Bolts, corrugated heads, 20%.

Fancy Head Bolts, list plus 10%.

Shaft Bolts ($3 list), list plus 10%.

Step Bolts, large head ($3 list), list plus 10%.

Whiffletree Bolts, list plus 10%.

Nuts, 2 in., and smaller, square Blank, add to list $2.25.

Nuts, 2 in. and smaller, square Tapped, add to list $2.75.

Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c

F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set	$0 93
No. 3, per doz.	11 25

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 85	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz
No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 46
Plain Tinned, 16 oz. and heavier, lb.....	0 48	....
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb.	0 50	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. ....

2 ft. 10 in., doz. ....

3 ft. x 7, doz. ....

Prices withdrawn

DRILLS

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank List each.

⅛.........	$0.45	19/32......	$1.20
6/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

SHEET LEAD

LEAD PIPE

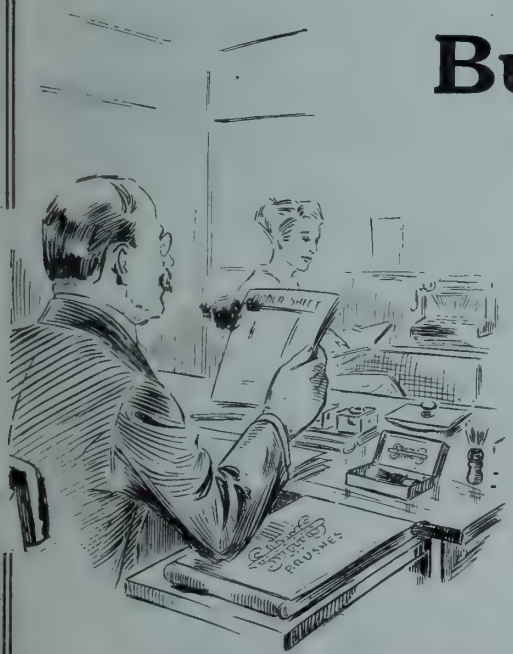
We make LEAD PIPE up to TWELVE INCHES in diameter LEAD TRAPS LEAD BENDS SOLDER

We Make SHEET LEAD up to EIGHT FEET WIDE and can make PROMPT SHIPMENT

Our Specialties: BABBITT, SOLDER, LEAD PIPE, SHEET LEAD

THE CANADA METAL CO., Limited

HEAD OFFICE TORONTO BRANCH FACTORIES HAMILTON MONTREAL WINNIPEG VANCOUVER



Buy Better Brushes

Do you order your stock with the view of satisfying your customers' demand for the best?

TRADE SIMMS SET IN RUBBER MARK LATHER BRUSHES

are the best brushes on the market.

They are the Lather brushes that go with high-class razors to complete perfect shaving outfits.

They are popular with all shavers because the bristles can not come out.

If you would fill the demand for Better Brushes, stock SIMMS LATHER BRUSHES.

Our catalog shows over 200 varieties. It will be sent to you on request.

We help our dealers with advertising, display cases, etc.

Our other products are also leaders in their lines.

Brooms	Shoe Brushes	Paint Brushes
Whisk Brooms	Stove Brushes	Scrubbing Brushes

Order from our nearest branch for prompt shipment.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 years.

Head Office — St. John, N.B.

Montreal Toronto London

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank .. 27½%
Straight Shank 27½%
Straight Shank, wire 27½%
Taper Shank 27½%

DUSTERS, HAND
O-Cedar $9 00
Discount 30%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.
Great Western, Amer........ 50
Nov. 1, 1899. %
Kearney Foot, Arcade.... 50
J. Barton Smith, Eagle..... 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 27½
Black Diamond 27½
Delta Files 20
Firth Files 50
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under..	50%	50%
4½ in. and larger..	40%	40%

4 in. and under, running thread, 20%.
Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.
Under 40 lbs. 4 00
Bi-Treadle, each 9 75
40-100 lbs., 2" to 3" face...... 3 25
Larger, 24" to 36" dia. 3 50
Cycle BB 9 40

GRIND STONE FIXTURES
Doz.
No. 22 .... $ 9.00
No. 33 .... 10 70
No. 2½ 11 15
No. 3 .... 11 70
F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russet, rope tie, 1 in. 13 80
Black, rope tie, 1 in. 14 00
Black, rope tie, 1¼ in. 16 80
No tie, 1 in. 21 60
No tie, 1¼ in. 24 60

HALTERS, ROPE Doz.
Sisal, 7-16 in. $25 00
Do., 9-16 in. 38 00
Jute, 7-16 in. 25 00
Do., 9-16 in. 38 00

HAMMERS, SLEDGE
Can, 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to 9 lbs. ....
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
List
Atlas, No. 0 .... $13 35
Atlas, No. 1 .... 13 80
Atlas, No. 2 .... 15 85
Stearns, 4 in. 9 80
Stearns, 5 in. 13 25
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 15 00
America 18 00
Great West 30 00

HEATERS, ELECTRIC
Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron ...	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron ..	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel..	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only).	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto
Corrugated, ½ in., 100 ft....$23 00
Corrugated, ⅝ in., 100 ft.... 26 00
Corrugated, ¾ in. 29 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)
Mrs. Potts, No. 55, polished, per set $2 20
Mrs. Potts, No. 50, nickel-plated, set 2 30
Mrs. Potts, handles, japanned, doz. 2 10
Common, plain, 3, 4 and 5 lbs. 15.60
Common, plated, 4-5 lbs. 17.50
Common plated, 6 lbs. and up .....
Plain, 6 lbs. up 12.40
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY
Spear Point $16 50
Lightning 15 00
Heath's 15 00

LADDERS, Etc.
Step Ladders Per ft.
Standard 0 40
Household 0 30
Faultless, 4 to 8 ft. only.... 0 40
Shelf Lock, 4 to 8 ft. only.. 0 30

Single and Fruit Picking
10 ft. to 16 ft. 0 28
18 ft. to 20 ft. 0 29
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short Globe, plain........ $15 00
Do., Japd. 15 00
Long Globe, plain 15 00
Do., Japd. 15 00
Dash, plain 18 75
Do., Japd. 19 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen
Cold blast, short 1 20
Cold blast 1 00 1 15
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.
Cold blast, genuine ruby 5 50
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.
Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb, No. 4......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)
List each
Canadian $12 50
Dowswell 12 75
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
Momentum .... 20 2[illegible]
New Century, style A 19 75
New Century, style B 21 75
New Century Electric 160 00
Playtime, engine drive 27 00
Ideal Power 28 00
Seafoam, electric, style A ... 120 00
Seafoam, engine drive 55 00
Sunshine 10 25
Popular, No. 2 .... 12 50
Economic ....
Popular, No. 1 .... 13 00
Champion 20 25
Blue Bell, without stand .. 18 00

List, each
Puritan Water Motor Washer, complete 30 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 116 50
Rotary water motor washer.. 29 00
Connor ball-bearing, with rack 21 00
Perfection, engine drive..... 65 00
Perfection, electric 124 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 26 00
Patriot 23 00
Jubilee 12 30
Canada First 23 00
Less 20%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.
Tinsmiths, 2½ x 5½ in...... $2.40
Carpenters', No. 3 .... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS
Cutter, doz. $14.25
Pick, doz. 14.25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS Doz. Net
Liquid Veneer $16 00
O-Cedar, less handle 12 60
Do., with handle 14 70
S. W. Mops, complete 6 30
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 85 3 35
Crank wringing 8 25- 9 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN
Adanac 35%
Woodyatt 10%
Empress 15%
Mayflower 25%
Ontario Daisy 15%
Star 10%
Brockville K ....Plus 10%
Brockville C .... Net
Brockville BB .... Net
F.o.b. Toronto, Guelph. London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.25.
F.o.b. Montreal, $6.40 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...
Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price
Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT
Montreal, $6.90; London, $7.50 base; Toronto, $7.35.
Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per 100 lbs., $12.
F.o.b. Montreal, Toronto, Hamilton.

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

Establishing the Reputation of a New Firm or Extending the Reputation of an Old One

When the shrewd, modern advertiser has successfully harnessed the great power of publicity to his business, his next operation is the selection of a definite objective. Perhaps one of the most familiar objectives that makes his continuous advertising productive and profitable is the establishing or extending of the firm's reputation by a regular weekly message to the whole hardware trade of Canada setting forth the claims and policies of the house. The trade invariably prefers to purchase from a concern that has become familiar in the pages of their favorite trade newspaper—HARDWARE AND METAL.

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

Less 10%.

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 40

Above prices net.

	Gallon
Black oil (summer)	0 30
Black oil (winter)	0 30½
Imperial Kerosene tractor	1 35
Capital, cylinder	0 94½
Machine oil, regular grades	0 54½
Imperial gas engine oil	0 59
Paraffine	0 38

List, less 15% on above.

Polarine Oil, list	1 35
Polarine Oil, heavy, list	1 35
Polarine A, list	1 85
Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle Mobiloil, A	180

List, less 15% on above.

Fuel oil, bbls., net	0 20
Fuel oil, tank cars, net	0 18

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 65	
Dry Fibre, No. 2, Anchor	1 25	
Tarred Fibre, Anchor, No. 1	1 75	
Tarred Fibre, Anchor, No. 2	1 45	
Surprise Fibre	1 30	
"Stag" Sheathing	1 30	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 70	
Cyclone (dry)	1 65	
Cyclone (tarred)	1 75	
Joliette (sheathing)	1 25	
Joliette (tarred)	1 40	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.		9 00
Straw, sheathing, heavy, dry, cwt.		7 75
Do., tarred, per cwt.		7 75
Spruce Sheathing, 36 in. and 72 in. rolls, per cwt.	8 75	10 50

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs. 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	11 90
6 to 7 lbs., doz.	13 50	13 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 31	7.41	5 91	8 01
⅜ in.	5 31	7 41	5 91	8 01
½ in.	7 10	8 63	7 95	9 48
¾ in.	8 80	10 87	9 95	12 02
1 in.	13 01	16 07	14 71	17 77
1¼ in.	17 60	21 74	19 90	24 01
1½ in.	21 04	25 99	23 79	28 74
2 in.	28 31	34 97	32 01	38 67
2½ in.	44 75	55 28	.....	.....
3 in.	58 52	72 29	.....	.....
3½ in.	74 06	90 62	.....	.....
4 in.	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal
2 in.	$32 01	$38 67	$35 71	$42 37
2½ in.	48 26	58 79	54 11	64 64
3 in.	63 11	76 88	70 76	84 53
3½ in.	75 90	92 46	85 10	101 66
4 in.	89 93	109 55	100 83	120 45
4½ in.	1 05	1 29	1 30	1 54
5 in.	1 22	1 50	1 52	1 80
6 in.	1 58	1 95	1 97	2 33
7 in.	2 06	2 53	2 53	3 01
8L in.	2 16	2 66	2 66	3 16
8 in.	2 49	3 07	3 07	3 64
9 in.	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in.	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 25 to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 30

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

	Tor.	Mont
	Per box	
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned. 32½%: Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING Per square

	Mont.	Toronto
Samson, 1-ply, roll		$2 80
Samson, 2-ply, roll		3 25
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 75	2 75
Everlastic, 3 ply	3 20	3 20
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 60	2 55
Panamoid, 3 ply	3 05	2 95
Red Star, 2 ply	2 13	2 18
Red Star, 3 ply	2 55	2 60
Liquid roofing coating, per gal., in bbls.	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	9 25	9 50
Coal Tar (crude)	8 00	8 25

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 92
Do., ¼ in. and up	0 90

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallie	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star standpaper 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50
Discount 10/5%.		

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

G R

MINISTRY OF MUNITIONS

THE DISPOSAL BOARD HAVE

STOCKS

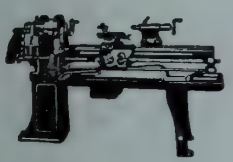
LYING IN THE UNITED KINGDOM

and

AVAILABLE FOR EXPORT

of

ENGINEERING STORES



Ferrous and Non-Ferrous Metals

Plant and Machinery

Steam Engines and Boilers

Factory Stores

Machine Tools

Railway Material

Contractors' Stores

Electrical Instruments and Machinery

Medical Stores

Chemical and Explosives

Motor Vehicles

Agricultural Machinery

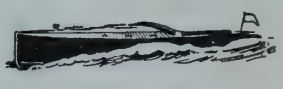
Aircraft

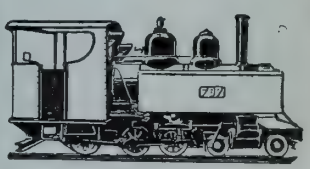
Furniture

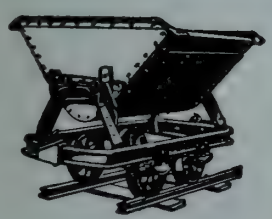
Textiles and Clothing

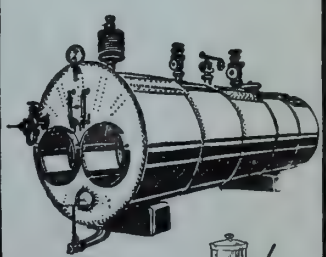
Boots and Leather Equipment

Motor Boats, etc., etc.



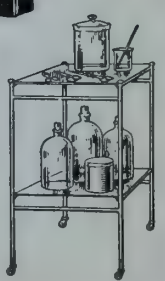






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested tear out this page and place with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.
00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$13 50	$13 00
26 gauge	13 25	12 95
24 gauge	12 65	12 35
22 gauge	12 30	11 50
20 gauge	.....	11 05
18 and 20 ga.	11 60	....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Galvd. 7 65

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ..... Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50
Hot Blast ..... Plus 10%	

Discount 30% off list.

STRETCHERS, CURTAIN—
Star, No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b. ..... $ 62 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 47 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b. 60 00
Standard, jap. fittings 48 00
Universal, Jap., cyco bear ... 50 00
Universal, nick., cyco bear .. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled $124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario $10 00

TACKS Discount
Wire Tacks ..... 60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920. 60 and 15%
Double-pointed tacks 65-10%
Shoe findings ..... Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Ppright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz. ... $3 50
Jump, No. 1 ..... 3 70
Hawley & Norton, No. 1 .... 5 00
Newhouse, No. 1 ..... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $1 04
Cones, 3-ply, lb. 1 00
Do., 4-ply, lb. ....

VALVES AND COCKS
Compression work—Standard .. 25%
High grade 24%
Fuller work—Standard 30%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2 ..... 23%
Bath Cocks—Compression ... 25%
Flatway stop and waste cocks, Standard 25%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, stand. add 10%
Radiator valves—Standard 15%
Do., removable seat 10%
Globe, angle and check valves, standard ..... add 5%
Gate or Straightway ..... Net
Jenkins Gate Valve 10%
Standard Gate ..... list plus 5%
Jenkins Globe ..... list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves
Gate Valves ..... Net list
Regrinding Valves ..... Plus 7½%
Swing Check Valves ..... Plus 15%
Compodisk Valves ..... Plus 7½%

WARES, ETC.
Britannic, advance 55%.
Scotch Grey Ware, 45%.
Colonial, 15%.
Imperial Ware, 15%.
Pearl, 15%.
Premier, list, plus 17½%.
Canada Ware, list, plus 17½%.
Crescent, 45%.
Diamond, plus 17½%.
White Ware, 35%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 40%.
Stamped Ware, retinned, 33 1-3%.
Copper Bottoms, plus 35%.
Tinners' Trimmings, plain, 40%.
Tinners' Trimmings, retinned, 33 1-3%.
Tinners' Trimmings, general, list. plus 33 1-3%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 75%.
Cream Cans, list, plus 40%.
Railroad Cans, list, plus 33 1-3%.
Sheet Iron Ware, list, plus 45%.
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 80%.
Fry Pans, Acme, 10%.
Fry Pans, Quick Meal, plus 25%.
Spiders, steel, plus 25%.
Fire Shovels, japanned, list, plus 45%.
Steel Sinks, galv'zed, list plus 35%.
Steel Sinks, painted, list plus 35%.
Light Galv. Pails and Tubs, list plus 45%.
Heavy Galv. Pails and Tubs, list plus 35%.
Hollow ware, add 30%.
Garbage Pails, list, plus 30%.
Jap. Coal Hods, list, plus 60%.
Galv. Coal Hods, list, plus 75%.
Paper Lined Boards, 20%.
Wood-lined Boards, 5%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 75%.
don and St. Marys
Stove Pipe Elbows, black and galv., list, plus 45%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$5 10	$5 60	$7 00
Section, ½ lb., per 100 lbs.	5 50	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	4 90	6 00

WHEELBARROWS
Navvy, steel wheel, doz. $105 00
Garden Steel, doz. 78 75
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0	0 40
No. 0/9	Base
No. 10	0 06
No. 11	0 12
No. 12	0 20
No. 13	0 [illegible]
No. 14	0 40
No. 15	0 55
No. 16	0 70

Bright base 6 00
Annealed base 6 25
Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 ..... $10 00
No. 19 ..... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern; 20% on genuine.

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB 165 50
Favorite, No. 511E 111 80
Favorite, No. 512 ..... 118 20
Royal Canadian, No. 151 ... 102 00
Favorite No. 514 ..... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 127 00
Bicycle 115 00
Safety 103 50
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London.
Stove Pipe Thimbles, 40%.

TINKER TOM'S TALKS.

No. 274

ALL SHEET METAL WORKERS AND MANUFACTURERS

are cordially invited to call at the booth of **Peckover's, Ltd., Machinery Hall, Toronto National Exhibition,** where an exhibit of

TONCAN METAL

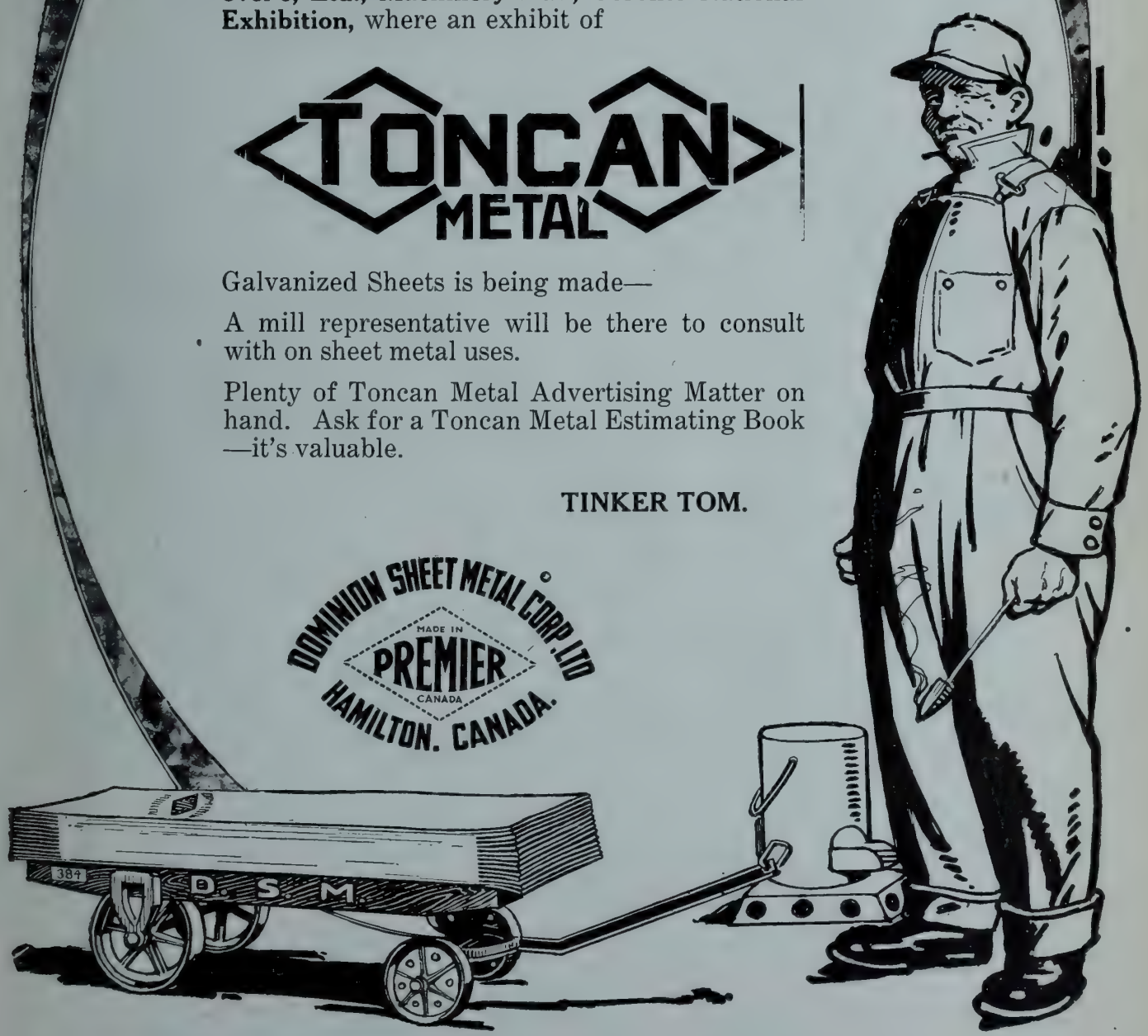
Galvanized Sheets is being made—

A mill representative will be there to consult with on sheet metal uses.

Plenty of Toncan Metal Advertising Matter on hand. Ask for a Toncan Metal Estimating Book —it's valuable.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-30
Golden ocre, 100-lb. kegs	..-09
White ochre, 100-lb. keg	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	..-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS
ZZinc coated, 18c 1-lb. packages. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal	4.50- 7.00

F.o.b. Montreal, Toronto

PAINTS, PREPARED

Price per gallon, 1 gallon can basis	
Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
O.P.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	10 75
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$8 25	7 50
Gal. jugs	8 75	8 00

F.O.B. Toronto, London, Montreal

TAR	Mont.	Toronto
Coal Tar, refined	$8 25	$9 50
Coal Tar, crude	7 00	8 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 35
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 00
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 45
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 55
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 9-
Kyanize Cabinet Rubbing	3 54
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 69
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Mureseo	9 00	10 20
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 75
Johnson's	0 75
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Gilders, bolted, in bbls.	3 25

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$3 75

F.o.b. Montreal Toronto London.

IF YOU ARE INTERESTED IN

ZOURI

METAL STORE-FRONT CONSTRUCTION

see our exhibit at the

Canadian National Exhibition

Toronto, August 28th to September 11th

BOOTH 113

Process Building

THE BEST IN GLASS

The CONSOLIDATED PLATE GLASS COMPANY
OF CANADA LIMITED
TORONTO - MONTREAL - WINNIPEG

THE BEST IN GLASS

Window Glass

RED S

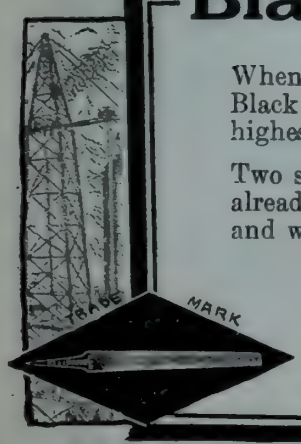
Also Plate, Figured, Bent, Stained, Wired, Mirror and Ornamental Glass.

Order Early.

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G. & H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
82/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	64 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....25% on list

Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW. $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the

BOARD, BEAVER

	Per M ft.
1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	$5 25
20 oz.	6 75

CHAIN

Coil, 3-16 in., $19; ¼-in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25 per cent.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

Hand, No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $13.00.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE

	Each
Stewart, No. 1	$10 88
Hand, Newmarket	3 69

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE

	Doz.
50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ....$1.08 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., $7.60; 10 in., $8.33; 12 in., $9.68; 15 in., $13.50.

Conductor pipe, 2 in., per 100 ft., $9.23; 3 in., $11.25; 4 in., $14.40; 5 in., $19.80.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	3%
Nipples, 4 in. and under	45%

FRY PANS

	Each
Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN

	Doz.
Cold Blast	$1 20
Short	1 20
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40 ;12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	Per 100 ft. 3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb. Mrs. Potts' No. 55, set .....$2 00 Mrs. Potts' No. 50, set 2 15

Mrs. Potts' common sad iron handles, $1.63 dozen. Mrs. Potts' improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	15 00

LADDERS, STEP

Common, 4 ft., $1.24; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.15; 8 ft., $2.40; 10 ft., $3.10.

LADDERS, EXTENSION

20 to 32 ft., per ft., 30c; 36 to 40, 33c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 55
New Century	16 30
Canadian	9 55

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 8 50	$ 9 00
Empress		11 00	11 50
Daisy		6 60	6 85
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.50 base; Winnipeg, $7.00. Cut, f.o.b. Winnipeg, $7.65.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	6 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 [illegible]
30 in.	8 93
36 in.	10 [illegible]

Save the surface and you save all" *Paint & Varnish*

Economy

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Silkstone fills the bill for the Canadian housewife. She has tried it and liked it and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller.

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers.

Silkstone is a tried and proven, steady salesmaker. It satisfies customers because it gives good results.

Satisfaction

Write us and let us explain the advantage of an agency

G. F. Stephens & Co. Limited

Paint and Varnish Makers

Winnipeg - Calgary - Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Buttweld, Per 100 ft. Blk.	Blk.	Steel Galv.
⅛ in.	$ 6 17	$ 8 64
¼ in.	5 76	8 10
⅜ in.	5 90	8 24
½ in.	7 88	9 59
¾ in.	9 77	12 06
1 in.	14 40	17 82
1¼ in.	19 53	24 12
1½ in.	23 40	28 80
2 in.	31 50	38 84
2½ in.	50 94	63 00
3 in.	66 60	82 80
3½ in.	84 60	103 50
4 in.	99 90	122 40
4½ in.	119 25	146 70
5 in.	139 05	171 00
6 in.	180 00	222 30

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	2 40	2 10
12-oz.	4 80	4 20
1-quart	10 00	10 50
½-gal.	....	16 80
1-gal.	28 08	25 20

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 6" wheel	$5 35
No. 158, gal. 5" wheel	5 72

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons per cwt.	9 30
1½-lb. t s	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in., ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 35-5-2% discount.
Colonial Imperial, Pearl, 6-2% discount.
Premier, Canada, Diamond, plus 25%.
Whitewear, 25-5-2%.
Japanned Ware, list, plus 37½%.
Japanned Ware, white, list, plus 47½%.
Japanned Sprinklers, list plus 37½%.
Stamped Ware, plain, 20-10-7½-2½% discount.
Stamped Ware, retinned, 15-10-5-2% discount.
Pieced Tinware, ordinary, list, plus 75%.
Pieced Tinware, copper bottoms, list plus 95%.
Sheetiron Ware, list plus 57½%.
Light Galvanized Pails, plus 57½%.
Tubs—
Light, plus 57½%.
Heavy, 47½%.
Pails and Tubs, plus 57½%.
Jap. Coal Hods, list plus 72½%.
Galvanized Coal Hods, list plus 67½%.

WASHERS—

Size	Case lots	Less
3/16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5/16 in.	18 10	18 60
⅜ in.	16 75	17 25
7/16 in.	15 70	16 20
½ in.	15 10	15 60
9/16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30

WASTE

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$5 75
Solid	5 50

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	....
18 inch	..

WRENCHES—PIPE

	Trimo Each	Stillson Each
6 inch	....	1 50
8 inch	....	1 69
10 inch	1 81	1 88
14 inch	2 50	2 63
18 inch	3 63	3 75
24 inch	5 25	5 44
36 inch	....	10 13

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

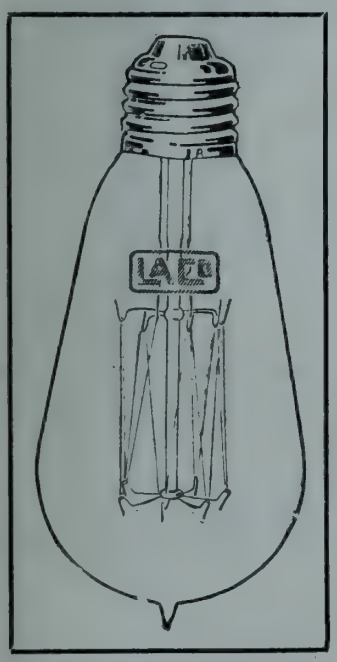
A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



LACO LAMPS

Have Proved Themselves

The best test of any article is how well it does its work in the hands of the user. Does it give full value for every cent invested, and does it bring the customer, satisfied, back to your store again?

Laco lamps are proven. They satisfactorily answer the above questions. Consumers are asking for them as the best lighting value obtainable, and are bringing repeat orders to Laco dealers every day.

Are you lined up for your fall requirements?

GREAT WEST ELECTRIC COMPANY, LIMITED

WINNIPEG

If interested, tear out this page and keep with letters to be answered.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

O-Rib-O
Screw Thimbles

Size:

6 in. wall extends 4-7½in.
6 in. floor extends 6-12 in.
7 in. wall extends 4-7½ in.
7 in. floor extends 6-12 in.
Approximate Shipping Weight
Crated, Per crate, 30 lb.
Put up half dozen to crate.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA

P. R. BRECKEN, Limited

Manufacturers' Agent

108 Sixth Avenue West

CALGARY ALBERTA

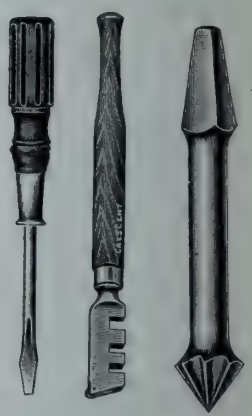
"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

"Crescent"
The Line that takes Little Space, a Small Investment and gives Quick Turnover
FOR DEALERS' PROFIT

The Crescent Company's line of Small Tools and Hardware Specialties is well known by name. When serving customers mention Crescent goods and your customers will appreciate your store, for they believe in Crescent Tools and respect the judgment of the dealer who sells them.



At all Good Jobbers

Canadian Representatives : CAMPBELL AGENCIES, Toronto, Canada
THE CRESCENT COMPANY, Meriden, Conn.
Remember "Crescent" for Trade Building

British-Made Razor Strops

For Immediate Delivery from Stock.
Jobbers' Enquiries Will Receive Immediate Attention.
Our Prices Are Interesting. Write or Wire To-day.

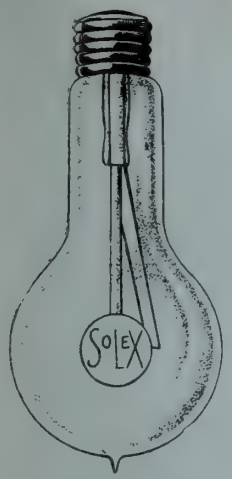
Dingley Brothers Export, Limited Lindsay Building Montreal

W. T. Evans, Canadian Representative

The Trade Mark Behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



Nitrogen Lamp

Solex
Electric Lamps
Fully Guaranteed

All Solex Tungsten Lamps are pure, continuous filament drawn through diamond eyes into a fine, strong wire. Breakage is minimized through springy metal supports.

The Round Bulb Tungsten Lamp will be found in some cases more suitable than the pear-shape. Can be used to fit in smaller electric light fixtures, etc.

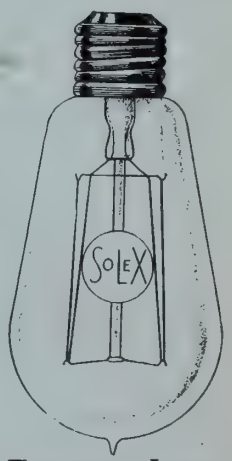
The Solex Low Voltage Nitrogen Lamps are specially designed for use on farms. Conserve electricity, yet give a steady, bright light.

The Blue Lunar Lamp when illuminated gives a soft and diffused light. A most suitable lamp for window illumination.

Round Tungsten

Lamps That Save Money

Solex Lamps combine quality materials and superior workmanship. They are brilliant—yet economical, giving a white, intense light closely resembling natural light. Solex Lamps give more light for the same cost of current, to which is added an average life guarantee of 1,500 hours. These efficient lamps save money. There are Solex Lamps to meet all requirements of the home, factory, office, or farm.



Tungsten Lamp

The J. H. Ashdown Hardware Co., Limited

Calgary **Winnipeg, Canada** **Saskatoon**

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald, Toronto.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
The Louis McLain Co., Limited, Toronto, Ont.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.
H. W. Johns Manville Co., Toronto, Ont.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

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D. Ackland & Son, Limited, Winnipeg, Man.
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Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
Ames, Holden McCready, Limited, Montreal.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Fort Erie, Ont.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Edgar C. Guthard Co., Chicago, Ill.
The Franco-British Supply Co., Winnipeg, Man.
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Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
The Kales Stamping Co., Limited, Walkerville, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
Marquette Mfg. Co., Inc., The, St. Paul, Minn.
John Murphy Co., Winnipeg, Man.
The Locktite Mfg Co., Windsor, Ont.
The Motor Specialties Co., Waltham, Mass.
Motor Sundries Limited, Toronto, Ont.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
The Van der Linde Rubber Co., Toronto.
Van Cleef Bros., Chicago, Ill.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Burgess Batteries Limited, Winnipeg, Man.
Canadian National Carbon Co. Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Burgess Batteries Limited, Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co., Ltd., The, Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

GURNEY-OXFORD

THE GURNEY-MASSEY CO LIMITED, MONTREAL
THE GURNEY NORTHWEST FOUNDRY CO. LIMITED, WINNIPEG
GURNEY NORTHWEST FOUNDRY CO. LIMITED, CALGARY
THE GURNEY FOUNDRY CO. LIMITED, VANCOUVER
THE GURNEY HEATER MFG. CO. BOSTON, MASS.

PLEASE ADDRESS REPLY TO THE COMPANY
AND REFER TO THE INITIALS OF THE UNDERSIGNED

THE GURNEY FOUNDRY COMPANY
LIMITED

COOKING & HEATING APPARATUS

TORONTO,
CANADA

An Open Letter to Canadian Hardwaremen

We have recently purchased the plant, patterns and equipment of the Canada Stove and Foundry Co., Limited, at St. Laurent, near Montreal. We commenced operations in the new plant on the second day of August, and to-day the plant is working towards full capacity production.

Many of the excellent lines made by the Canada Stove Co. are being continued on the market. The Gurney line has been strengthened by these valuable additions, and additional machinery and methods installed by us at the new factory will mean that the Gurney standard of excellence will be found in the new goods.

Our sales representatives are now on the road and carry photographs and full data covering the new lines; bulletins will be issued to the trade giving details as soon as stock for the prompt filling of orders can be accumulated.

A most useful addition will be the enamelware plant, which will enable us to offer our customers the best of white enamel trim for Gurney lines at reasonable prices.

The continued support of the Canadian hardware trade has made it possible for us to make this advance; and I want to thank all our customers for this support, and assure them of this: We believe in the hardware man as our chief avenue of distribution, and will do everything in our power to make it easy and profitable for the good hardware man to handle Gurney lines.

Yours very truly,

THE GURNEY FOUNDRY CO., LIMITED.
F. H. Gurney, Pres.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Scythes,, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
John Adam & Son, Collingwood, Ont.
Canadian Broom Mfg. Co., Ltd, Winnipeg, Man.
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Business Machines
The International Business Machines, Ltd., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
National Hardware Co., The, Orillia, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
Norman MacDonald, Toronto, Ont.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.
Jacobs Mfg. Co., Hartford, Conn.
Jones & Shipman Limited, Toronto, Ont.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
R & S. H. Thompson & Co., Ltd., Montreal, Que.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

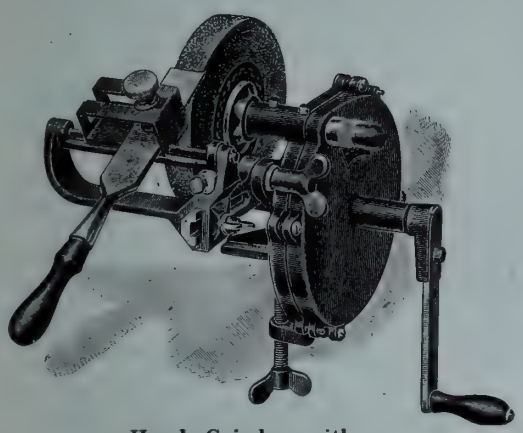
Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

AMERICAN GRINDERS

QUALITY TOOLS

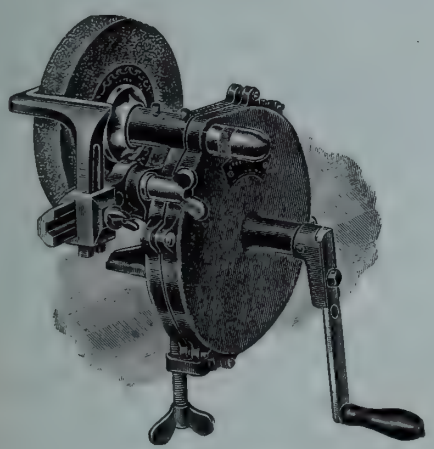
Associated With Best Workmanship



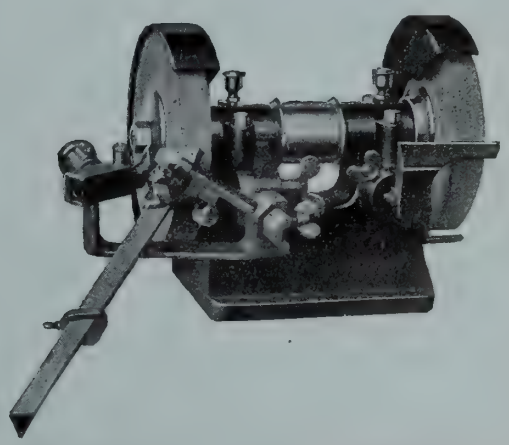
Hand Grinder with Chisel Attachments

WHERE quality, workmanship and service are most sought after by the mechanical trades, there you are most likely to find American Quality Tool Grinders, preferred because of their accurate design, careful construction, great strength and endurance.

Repair parts for American Grinders are seldom needed, this factor making the sale of these machines a profit and prestige-builder for both jobber and dealer.



Hand Grinder with Wheel Dresser



American No. 75 Power Grinder With Bronze Bearings

AMERICAN GRINDER MFG. CO.

MILWAUKEE, WIS.

Canadian Sales Agents:

A. H. FRASER & CO., 510 Confederation Life Bldg., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
G. L. Cohoon, Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Frderick Giles & Son, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman Limited, Toronto, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Pedlar People Limited, Oshawa, Ont.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engineers' Supplies
A. Downs & Co., Manchester, Eng.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

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GENUINE

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4 inch .....$0.90 each	10 inch .....$1.40 each	18 inch .... $4.55 each
6 inch ..... .90 "	12 inch ..... 2.10 "	6 in. to 8 in... 1.75 "
8 inch ..... 1.10 "	15 inch ..... 3.15 "	8 in. to 10 in... 2.10 "

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PUNCHES

Prick-Punch or Centre

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No. 435

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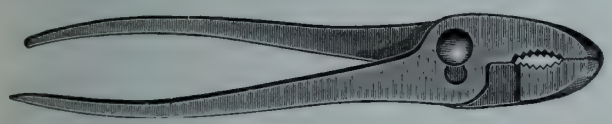

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Drop-Forged from Finest Tool Steel, tempered and hardened

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Toronto Canada

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THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng
The Steel Co. of Canada, Ltd., Hamilton, Ont

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
The Northern Electric Co., Limited, Montreal, Que.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
The Solex Co., Winnipeg, Man.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

THE BUYERS' GUIDE

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
B. M. Hill & Co., Limited, Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal
Sanderson Pearcy Co., Ltd., Toronto.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co. Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Baiers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Phonographs
The Musical Merchandising Sales Co., Toronto.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rings
The Burd Ring Sales Co. of Canada, Winnipeg.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
The National Machinery & Supply Co., Limited, Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Expansion
The Rowe Plug Co., Ltd., London, Eng.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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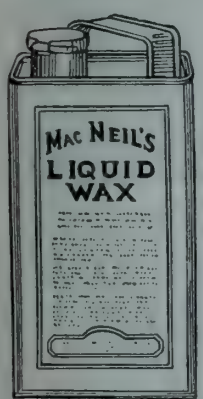

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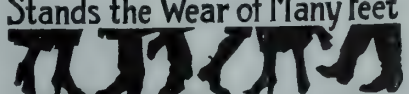

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Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
The Damon Specialty Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Dorken Bros. & Co., Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger New York.
Marples & Co., Sheffield, England.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

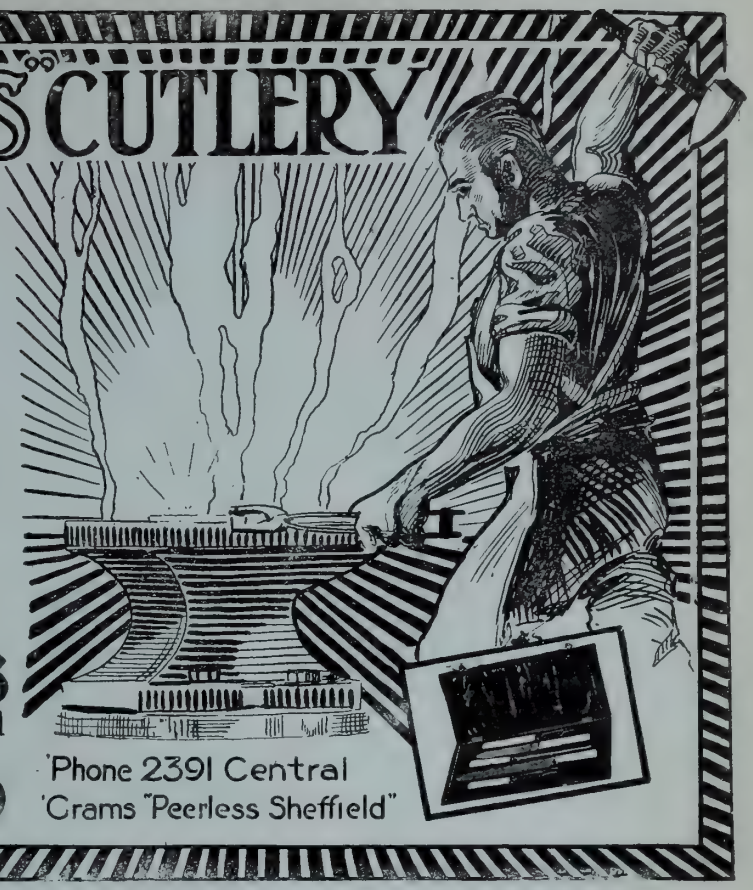
Screws, Milled from the Bar

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

"PEERLESS" CUTLERY



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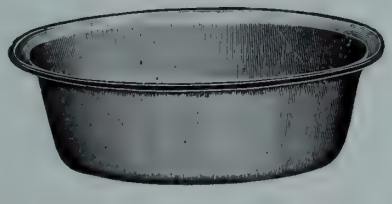

DAVIDSON

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screw Machine Products
The National Acme Co., Cleveland, Ohio.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Pedlar People Limited, Oshawa, Ont.
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
The Burrowes Mfg. Co., Toronto, Ont.

Sifters, Ash
Wiebusch & Hilger, Ltd., New York, N.Y.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Products
The Western Steel Products Ltd., Winnipeg, Man.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Gurney Foundry Co., Ltd., Toronto.
Adam Hall, Limited, Peterborough, Ont.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian General Electric Co., Ltd., Toronto, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

THE BUYERS' GUIDE

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Thermos Bottles
The Canadian Thermos Bottle Co., Ltd., Toronto.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
The "J.B.R." Tool Works, Manchester, Eng.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
Jones & Shipman Limited, Toronto, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Canadian K.K. Co., Ltd., Elora, Ont.
The Coleman Fare Box Co., Limited, Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.
The Rex Import Co., Ltd., Glasgow, Scotland.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Limited, Toronto, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells, Ltd., St. Marys, Ont.
Voss Bros. Mfg. Co., Davenport, Iowa.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Wax, Liquid
The Damon Specialty Co., Toronto, Ont.
MacNeill's Liquid Floor Wax Co., Ltd., Toronto.

Wax, Floor
T. S. Jackson & Sons, Limited, London, Eng.
Stewart & Wood, Ltd., Toronto.

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Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

THE BUYERS' GUIDE

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
Frothingham & Workman, Montreal.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
The Kennedy Hardware Co., Ltd., Toronto, Ont.
Lewis Brothers, Limited, Montreal, Que.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

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The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
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Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
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Keystone Mfg. Co., Buffalo, N.Y.
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Bridgeport Hardware Co., Bridgeport, Conn.

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Spielmann Agencies, Montreal.

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Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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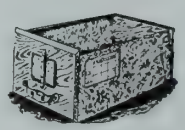

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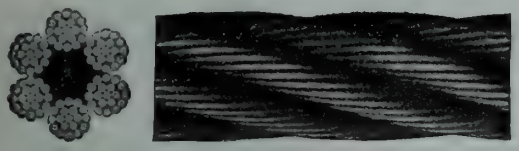

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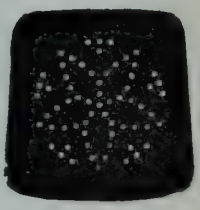

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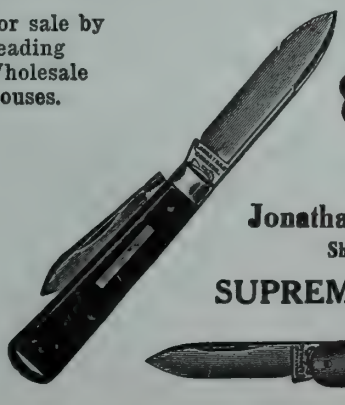

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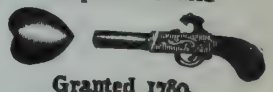

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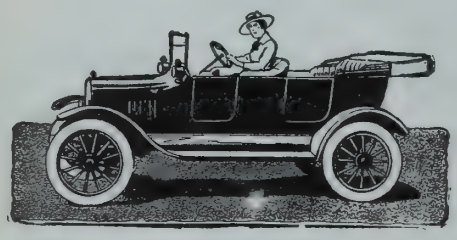
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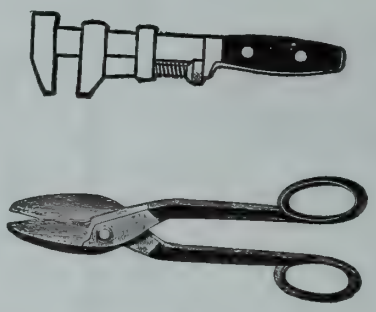
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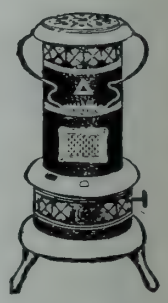
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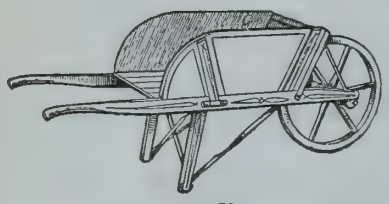
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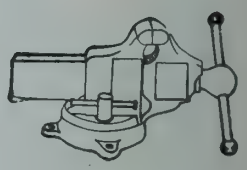
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HARDWARE & METAL

Electro Department

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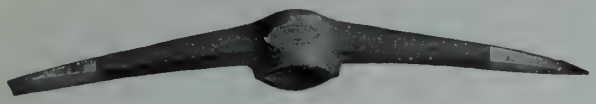

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This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

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Put up in 1, 5, 10, 125 and 500 lb. containers

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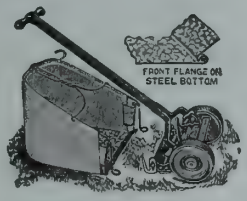
"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog



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St. Paul, Minn., U.S.A.

Tents
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Horse Covers
Tarpaulins
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Write for Catalogue

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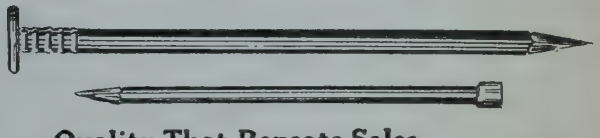

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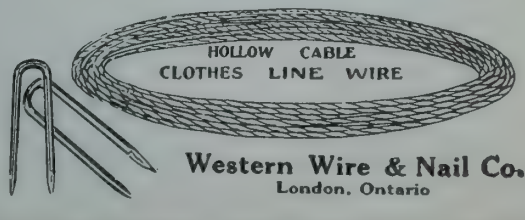
We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

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WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

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EXPERIENCED HARDWARE MAN FOR RE-tail hardware. Steady position and good salary. Write or wire. Fennell Bros.' Hardware, Shaunavon, Sask.

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GOOD HARDWARE BUSINESS AND STOCK in good live Central Ontario town for sale. Box 623, Hardware and Metal.

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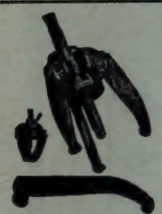

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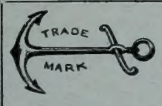

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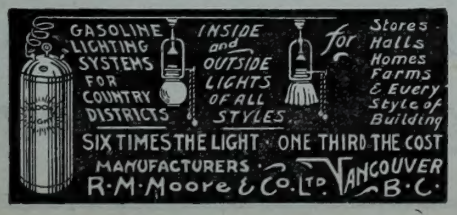

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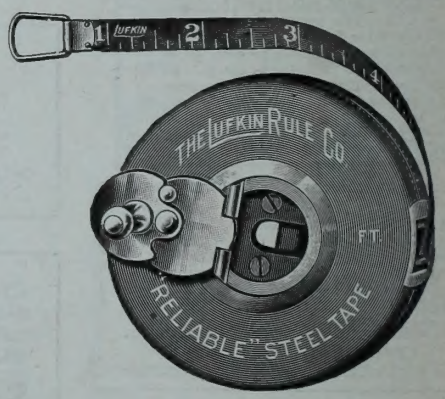

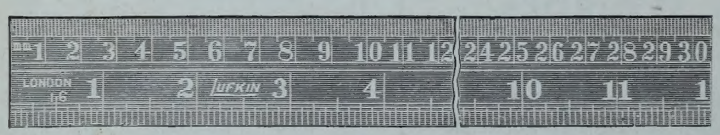

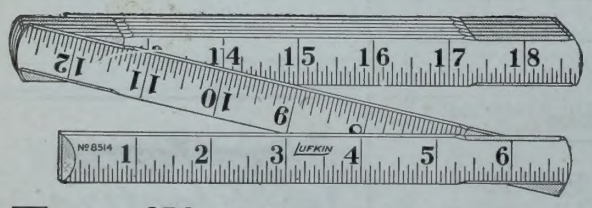

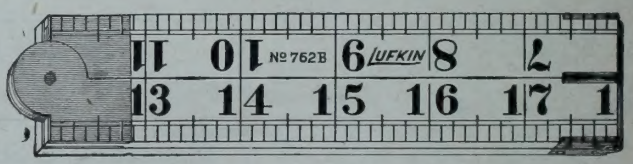

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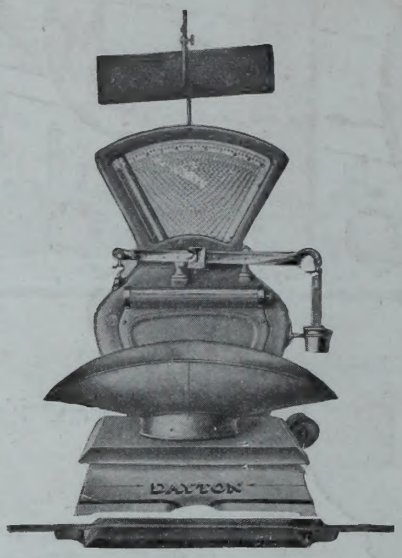

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